

# THE NATIONAL Provisioner

THE MAGAZINE OF THE

Meat Packing and Allied Industries

Number 17

Volume 95

OCTOBER 24, 1936

Illustrating  
some of the stainless  
*Enduro* equipment in  
the New Chicago Beef House  
of Armour and Company

Full data on ENDURO can be secured  
by writing to Republic, Dept. NP.

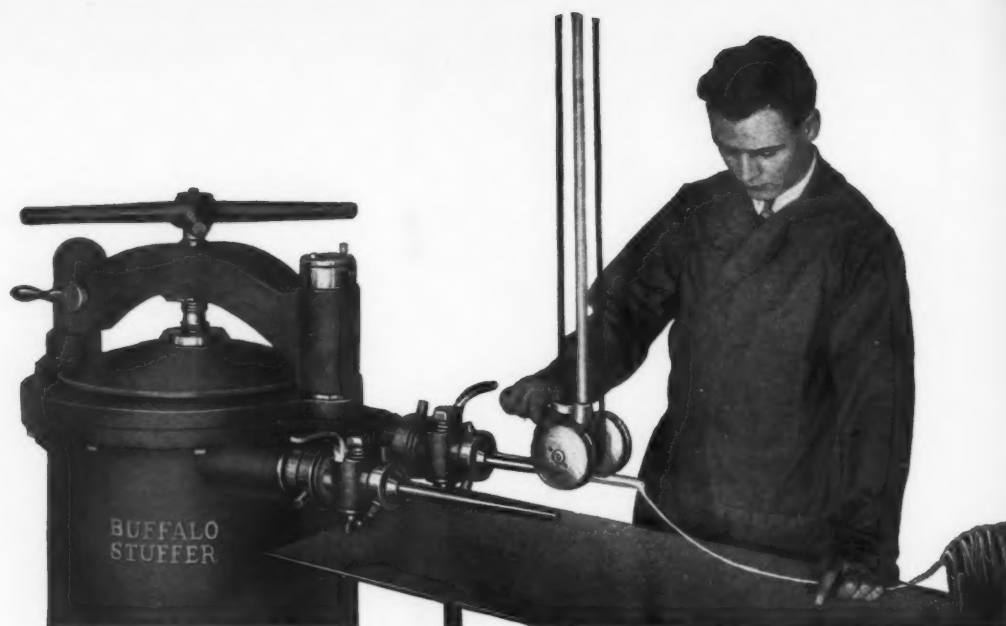


Republic Steel CORPORATION

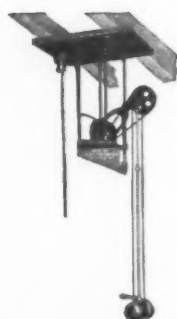
Alloy Steel Division, Massillon, Ohio  
GENERAL OFFICES:  
CLEVELAND, OHIO

ENDURO  
REPUBLIC'S PERFECTED  
STAINLESS STEEL

See page 10 for full  
information under Chemical Analysis, Forming, Heat  
Treatment and Mechanical Properties. ENDURO is sold only through  
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## Faster Stuffing . . . Less Fatigue with the BUFFALO Casing Applier



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easily mounted  
to the ceiling

No other sausage room accessory offers so much in time saving ability as the "BUFFALO" Casing Applier.

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# B U F F A L O

QUALITY SAUSAGE MAKING EQUIPMENT



# HAMS AND LOAVES FOR HOLIDAY GIFTS—

*and to Dress Up Dealers' Displays in Christmas Garb*

"TEE-PAK" Christmas designs in 2 colors for boiled hams and loaves attracted a lot of attention at the recent Meat Packers' Convention.

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Now, in the transparent, sealed and identified "TEE-PAK" container, the contents are *visible*; the wrapper is not thrown away, but remains on the meat until the last slice.

Here is a high-powered *selling* package. Send for samples.

**TRANSPARENT PACKAGE COMPANY**  
1019 to 1025 West 35th Street CHICAGO, ILLINOIS



# THE NATIONAL PROVISIONER

*The Magazine of the Meat Packing and Allied Industries*

Volume 95

OCTOBER 24, 1936

Number 17



*Member*



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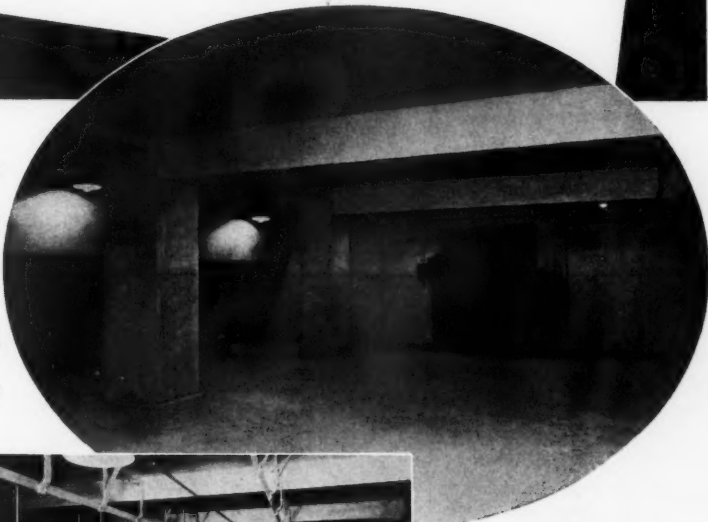
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**Cork's unique cell structure gives  
Armstrong's Corkboard LOW  
Thermal Conductivity plus HIGH  
Moisture Resistance, providing  
permanent insulating efficiency**



MEAT STORAGE ROOM in Allegheny County Home, Woodville, Pa. In this and other cold rooms throughout the building Armstrong's Corkboard provides lasting insulating efficiency.

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## Armstrong's CORKBOARD INSULATION

Week ending October 24, 1936

Page 5



## ATTRACTING ATTENTION EVERYWHERE

The new Armour Moulded Dried Beef Inside is a real improvement over all old products of its kind.

Uniform in shape and size it can be sliced down to the very butt end, making it truly economical.

And you'll marvel at its color, too. A new processing method gives to the Armour Moulded Dried Beef Insides a bright uniform color from top to bottom. No dark areas in this dried beef.

Write for further information and quotations today.

*Armour's*  
**MOULDED DRIED BEEF**

ARMOUR AND COMPANY - CHICAGO, ILL.

# THE NATIONAL PROVISIONER

OCTOBER 24, 1936

*The Magazine of the Meat Packing and Allied Industries*

## PACKAGE *Design* Helps SALES

### ★ How Hormel Developed Designs Used On New Meat Wrappers and Containers

**P**ACKERS must keep up with the times in package design if they want to hold their trade. Quality of product alone will not do it. This is particularly true with canned and packaged meat products.

Eye appeal is recognized as a major consideration in modern merchandising. Packages and labels must have style and attention-getting value.

Use of the same basic design has been found effective, not only on packages and cans, but also in advertising and merchandising material, and even on truck equipment—anything which meets the public eye. Design carries in the customer's mind when even a company name may be overlooked.

#### Two Ways to Go

Adaptations of established brands and trade marks are used when new products or new packages are developed. When re-design is under consideration, one of the first questions to be decided is:

"Shall old designs and color schemes be abandoned, or should an attempt be made to improve on them?"

Experience has justified both methods. One packer, in re-designing his line of packages, retained enough suggestion of the old to make the new containers familiar to consumers to whom his trade mark had always been a buying guide. Other packers designed new labels and packages in which there was little suggestion of the old design.

In all cases the ideas adopted were the result of careful study

of the old package appeal, where it might be improved in shape, color or other features of design—always keeping in mind what would get and hold consumer attention.

#### Designing Hormel Line

When Geo. A. Hormel & Co. decided their packages needed a new dress, in order to keep in step with Hormel advance in quality and variety, they first decided to revise the old designs, which had become so familiar to Hormel customers. Results were unsatisfactory, and it was determined to seek new designs which might be outstanding.

This task was assigned to George Switzer of New York, widely-known industrial designer. He was told that the new designs must be adaptable to all packages used for Hormel foods and the brands under which they are packed. They must be clean-cut, simple, easily read and sufficiently striking to stick in the minds of housewives.

With these fundamentals in mind Switzer went to work.

#### Worked Out Step by Step

Designs and color schemes were worked out step by step. Each idea was tried out for practicability. Finally the happy combination was found and approved. Simple in construction, bold in execution and attractive as to color scheme, these new designs not only catch and hold the eye, but possess definite value in reflecting high quality of the product.

One basic design is used for all

#### UNIQUE TRADE MARKS

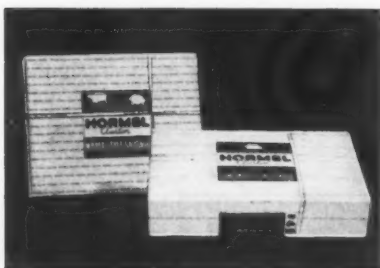
Animal caricatures in white silhouette identify Hormel line.





products. The firm name HORMEL and name of the product are featured. Brand name in script is placed below. Each brand has its distinctive color scheme.

The slogan—"Hormel Good Food"—was developed into an identification feature. The phrase, in small type, is repeated over and over again in such a



#### BLUE AND WHITE

In packages and labels for Austin brand products a deep blue predominates, complemented by red and white.

way as to set up parallel lines covering all packages, containers and wrappers.

#### Color Schemes Considered

"Dairy Brand" colors—in which green predominates, with contrasting elements of red and white—have been retained, but considerably brighter shades than used on the old packages were developed.

The color scheme for the "Minnesota Brand" line is maroon and gold—colors of the University of Minnesota. These colors formerly distinguished this brand. Again a switch has been made to brighter and more attractive shades.

"Austin Brand" labels formerly were distinguished by the green of Dairy brand and the maroon of Minnesota brand. In the new "Austin" labels the predominating color is blue, with red and white as complementaries.

Psychological effects were not lost sight of in planning wrappings. For example, the unwrapping by the consumer of such packages as bacon was studied. Where many manufacturers have considered only the outward store appeal of a product, each step in the

#### IDENTIFICATION

Dairy brand colors are blue and white. On the label of each wrapper and package appears the particular animal which identifies the contents—a steer on all beef, a pig on all pork and a lamb on all mutton products. (Photos Modern Packaging.)

unwrapping of the bacon package was remembered, and the wrapper designed so that each step would be satisfactory to the consumer. The early morning significance—before breakfast—of an unexpectedly pleasing flash of color, of a package easy to open, of good bacon easily handled, is not to be overlooked.

#### Appeal of the Comic

An interesting feature of the new Hormel design—one which adds that amusing touch so valuable in attracting consumer attention—is a trinity of jaunty animals, one or more of which adorns each package.

These are a steer which, in the words of a Hormel executive, "looks as if it might have been copied from an Assyrian frieze," a lamb that "might have been the one that followed Mary to school," and a pig that "looks as if she came off a nursery wall."

"Nobody but a Manhattan artist, wholly unacquainted with the conformations required in livestock judging arenas of the Corn Belt," says this executive, "would have suggested for a packinghouse a trade mark consisting of a bullock that might have been offered at a sacrificial altar some thousand years ago, a lamb that badly needs finish, and a pig as fat as a butterball in a market asking for lean bacon hogs!"

#### Fairy Tale Selling

"But the three little animals caught on. Their comic touch is quite all right. They are remembered by the public when perfectly proportioned, serious sorts of prize ring animals would have passed unnoticed."

Investigation revealed the fact that many people were not acquainted with the wide variety of products included in



#### SUITABLE FOR RE-USE

This glass jar of attractive shape and fitted with a handy top appeals to the housewife.

The National Provisioner





#### SIMPLICITY EMPHASIZES

Frankfurters and other products, including sliced bacon, are marketed in counter display cartons with cut-out tops.

the Hormel line, largely because advertising had been concentrated on a few articles, such as soups, canned ham, etc. This led the designer to select some such identifying emblem as the little animals, which would have an appeal to children as well as to grown-ups, and which would be remembered in connection with certain brands of product.

"The fairy tale possibilities of these animals introduce a new note of creative selling into the meat packing business," says Mr. Switzer.

#### Working Out the Idea

The transparent wrappings were worked out first. All the various wrappers of this sort are now in production and most of them in use in the trade. All other packages now bear the new design, including pigs feet jars, cooked ham packages, cartons for slab sliced bacon, cartons for lard, pails for pure pork sausage, parchment wraps for various products, etc.

The pails are greatly changed in appearance. The whiteness and delicacy of the new design enforces the suggestion of sanitation and cleanliness.

On practically all wrappers and containers there comes into prominence the "scatter background" of the new design. This consists of parallel thin horizontal lines encircling the package at well-spaced intervals. These lines are made of an endless repetition of the words "HORMEL GOOD FOOD."

A variation of the basic design is used on the 2½ oz. tumbler of sliced dried beef. The metal cap carries all of the lettering. The glass is imprinted only with an oval design in which ride

#### WHITE FOR CLEANLINESS

Wrappings and packages for Minnesota Brand products differ from those used for Dairy Brand only in colors. Minnesota brand is identified by bright red. Lines on wrappers and packages are formed by the repetition of the words "Hormel Minnesota."

(Photos Modern Packaging.)

the three animals. When the dried beef has been removed there remains a smart beverage glass.

The designs as submitted by their originator were subject to the scrutiny, suggestions and changes of the sales, production, advertising and purchasing departments. President Jay C. Hormel was most attentive to the whole conception and execution of the new designs.

The new packaging is good looking. It is entirely in keeping with the modern trend in package design, and it is proving efficient in merchandising. The sales campaign inaugurating use of the new "Minnesota Brand" sliced bacon wrappers had to be halted, after sales had increased many fold, because of lack of product.

#### Trucks Perpetuate Design

Realizing the value of trucks as a day-to-day advertisement reaching a huge audience, the Hormel company carried its family design idea to its trucks with gratifying results. The glossy white truck, symbolizing cleanliness and purity, with the three little animals painted



#### UNUSUAL AND ATTRACTIVE

This round container for country style pork sausage has been a particularly successful aid to sales.

on the back and the word HORMEL logically and consistently placed in the same manner on all trucks, was well received. As an example, the company's representative in a large Southern city





#### DAY OR NIGHT "HORMEL" STANDS OUT

All Hormel trucks are painted green and white in the general design shown. Roofs are painted with aluminum paint for high heat reflective value. Some trucks have "Hormel" on front and rear of body outlined with reflector buttons which glow in the light from passing or following cars.

reported calls from merchants with whom the company did not have contact, saying they "saw our trucks on the street, and if our merchandise is as good as our trucks look, they would be proud to have these trucks stop at their doors."

Reporting on the development of the "family resemblance" plan as applied to trucks, Mr. Switzer said the problem of unifying the hundreds of Hormel trucks of all shapes, makes, sizes and color schemes was a considerable one. All trucks were painted a glossy white, which was found to have greater reflective value than that of any other color. "After a year of testing," he said, "the use of the glossy white on the trucks saved in refrigeration enough money to pay for washing the trucks practically every day in the year."

Decorative plans were worked out to make the large trucks and trailers look smaller, and to make ungainly-looking bodies more graceful. Progressive plans were developed for the painting of new truck bodies. A list of Hormel products was painted in delicate light gray letters on each truck.

Thus an enormous advertising campaign is constantly in progress, with no material expense involved, and the design, symbolic of Hormel products, becomes fixed in the minds of a growing clientele.

#### PROTECTING PACKER LABELS

Distinctive label and wrapper designs play an important part in merchandising meat products. By copyrighting such labels and registering them in the U. S. Patent Office the packer may insure his own exclusive right to them. Such registration extends over a period of 28 years, and within one year before expiration may be renewed for a like period.

A label will not be registered under the copyright law if lacking in "artistic effect." The U. S. Supreme Court has said in regard to what may properly be registered that the law does not refer "to labels which simply designate or describe the articles to which they are attached and which have no value separated from the articles and no possible influence upon science or the useful arts." The label must be artistic and show originality and intellectual effort to entitle it to registration.

The label or wrapper must carry notice of copyright, year of granting and name of the packer in order to give its owner fullest protection. The label must also identify the meat product on which it is to be used. The fact that the owner's name, such as "John Smith Meat Packing Co.," does contain the word "Meat" is not sufficient.

Labels or wrappers which are distinctive and original are believed to be well-worth copyrighting. Sometimes a competitor may imitate a label without directly or absolutely infringing on it. In case this imitation causes confusion and results in loss of trade the copyright owner may proceed against it under unfair competition laws rather than treating it as a direct infringement.

#### WINNERS IN MEAT JUDGING

With teams from seven colleges and universities competing the University of Nebraska, with a total score of 2,451 points out of a possible 2,700, won the tenth annual intercollegiate meat judging contest at the American Royal Live Stock Show at Kansas City, Mo. Runner-up in the contest and only 12 points behind Nebraska, was the University of Missouri. Other institutions represented in the order of their winning

were University of Minnesota, Iowa State College, Kansas State College, Oklahoma A and M College and Pennsylvania State College.

Besides winning first as a team, Nebraska won first in judging lamb, was second in judging beef and fifth in judging pork. The Missouri team was first in judging beef and Minnesota was first in judging pork. Highest honors as a meat judge went to Earl Hedlund of the Nebraska team with a score of 837 points out of a possible 900. Second highest honors went to Wayne Jackson of the Iowa team and James McGinness of Missouri was third high man of the contest. The Nebraskans now have one leg on the trophy furnished by the National Live Stock and Meat Board, which must be won three times to become the permanent possession of an institution.

In addition a meat judging and meat identification contest for home economics students was held. It was won by a team from Kansas State College, coached by Prof. D. L. Mackintosh.

#### SUE FOR TAX REFUNDS

In support of its suit to recover floor and compensating taxes paid under the AAA the constitutionality of four sections of title VII of the revenue act of 1936 is attacked by Sears, Roebuck and Co. These sections relate to conditions on allowance of refunds, procedure for filing claims, statute of limitations and liability of the collector of internal revenue.

The government had moved to dismiss the Sears suit, originally filed in 1935 in federal district court at Chicago, on the ground that the revenue act of 1936 specifically prohibited claims through the courts except after disallowance of such claims by the commissioner of internal revenue. The Sears' brief charged that the sections of the revenue act of 1936 upon which the government based its motion for dismissal were unconstitutional.

It was declared in the brief that the four sections, 902, 903, 904 and 910, are unconstitutional because they deprive the plaintiff of property without due process of law, in violation of the fifth amendment.

Section 902 is unconstitutional, according to the brief, because it attempts to delegate legislative authority to the administrative or judicial branches of the government without sufficient standards to guide such delegation, in violation of sections 1 and 8 of the first article of the constitution.

Sections 904 and 906, which are closely connected, were held to be unconstitutional because section 906 deprives a taxpayer of the right of trial by jury in violation of the seventh amendment, and also deprives a taxpayer of opportunity for independent judgment of a court on facts on a question of confiscation of property, in violation of the fifth amendment.

# MEAT TRUCK Maintenance

## Motor Repairs Saved by Oil and Grease Methods

**A** PACKER who operates a small truck fleet noticed recently that maintenance and repair expense was much higher on some truck motors than on others in similar service.

An investigation to find the reason was started immediately. Study of mileage, gasoline, greasing and garage work records gave no indication of the trouble. It was only when the *gasoline mileage records of all trucks* had been compared that the clue was found.

This comparison showed that—with-out exception—trucks with high motor maintenance cost had poor mileage records per gallon of gasoline used.

### Drivers Responsible

It was first thought that engine faults might be responsible for both the poor mileage results and high motor maintenance costs for these trucks. But this theory was abandoned when trucks and drivers were switched frequently over a 4-week period.

Some drivers made good gasoline mileage records, regardless of the trucks they drove. Others made a less favorable showing. These latter—with-out exception—were the drivers of the trucks with high motor maintenance costs.

Search for the reason for high motor repair expense then narrowed down to observation of the driving methods of these high-cost men.

### True Story Not Told

It was soon discovered that, despite orders to the contrary, motors frequently were not shut off when trucks were parked. This extra engine operating time did not, of course, show up on the speedometer. Also, as oil changes are made on speedometer readings, this unnecessary operation meant that some motors—those on which reports showed high maintenance costs—were being run perhaps twice as much between oil drainings as the others. Of course they wore out faster and required more attention and expense to maintain them in first-class working condition.



This packer corrected the situation by making it an offense—punishable by instant dismissal—to park a truck or sales car without stopping the motor. It also caused more thought to be given to car lubricating and greasing practices and to the quality of oils and greases used in the truck fleet.

### Lubrication Most Important

As a result of his studies in these directions, this packer now believes that thorough and efficient lubrication should be placed first on the list among factors influencing low truck maintenance costs. Second in importance is frequent and efficient inspection and prompt attention to the need for repairs revealed by such inspection.

Formerly this packer had crankcases drained and trucks greased at a nearby filling station. These operations are now performed in his garage, where better supervision of this work can be maintained.

Speedometer readings still determine when crankcases shall be drained and

### STITCH IN TIME SAVES NINE

It will pay the meat packer to watch his truck operating and maintenance costs. Some of them are discussed in this article.

greasing done, but he is not yet sure that proper grades of oil and grease are being used, or that the speedometer should be the sole guide in determining when oil changes shall be made.

### Oil Analysis Cuts Costs

If oil is changed before it should be, this packer points out, there is a loss. If the interval between drainings is too long, maintenance costs may be increased. There is need, he thinks, for some method of crank-case oil analysis that will guide the packer in this important matter. Drain periods might be determined by each truck's particular needs, rather than arbitrarily on the basis of distance each truck travels.

Crank-case oil analysis service is available in some sections of the country. Some fleet operators are determining crank-case draining intervals on the basis of such analyses. Among these is one in the city of Oakland, Calif. Oil best suited to the use of the cars of this fleet is purchased regardless of cost. This is analyzed at draining periods. As a result of these analyses, draining intervals have been established as low as 300 miles for some cars, and as high as 4,500 miles for others.

### Saves in Other Ways

This oil inspection service has been used for three years, and has been responsible for materially increasing the periods between overhauls and reducing

(Continued on page 14.)

### PACKER'S TRUCK REPAIRS

Should the packer maintain a repair shop for his trucks? This will be discussed in the next article in this series.

Methods of keeping cost records will also be described.





# THE HIGH SPOT

of the packers' convention was the "VISKING" Smoked Ham Application—U. S. Patent No. 2048447\*—a new and outstanding "VISKING" development. "VISKING" representatives are now making demonstrations. If you have not seen this new application, mail coupon now.

\* Purchasers of "VISKING" Casings are licensed by The Visking Corporation to practice U. S. Patent No. 2048447 during the preparation of food products when packaged in "VISKING" casings. However, licenses do not extend to the use of this patented process in the preparation of products not to be packaged in "VISKING" casings.

THE VISKING CORPORATION  
6733 West 65th Street, Chicago, Illinois  
Gentlemen: We are interested in the new "VISKING" Smoked Ham Application. Please send complete information and arrange to have your representative make a demonstration.

Signed by \_\_\_\_\_ State \_\_\_\_\_  
Company \_\_\_\_\_  
Address \_\_\_\_\_  
City \_\_\_\_\_

"VISKING" is the registered trade-mark of The Visking Corporation to designate its cellulose Sausage Casings and Tubing



## THE VISKING CORPORATION

6733 WEST 65TH STREET, CHICAGO, ILLINOIS



# PRACTICAL POINTS

## for the Trade

### To Make Kosher Ham

What is kosher ham? An Eastern meat packer writes to ask how such a product is made.

Editor THE NATIONAL PROVISIONER:

We understand that cured mutton leg is sometimes known as kosher ham. How is this product made?

Kosher ham made of mutton leg is cured in a good mild sweet pickle, usually of about 65 to 70 degs. strength. Length of curing period depends on size of the leg, but it is usually around 30 days. When taken out of cure it is thoroughly scrubbed, allowed to dry off and then smoked.

This product has a distinctive and delicious flavor, not unlike that of smoked ham, and is tender and sweet. As in the manufacture of any other meat product, it is important that the mutton leg be thoroughly chilled and in first-class condition when it goes into cure.

Norske mutton leg is a somewhat similar product, made with a leg from a good wether or sheep, cut off at the pin bone. It is cured in 65 deg. pickle for 20 to 25 days. A few cloves, some allspice and 3 or 4 garlic onions are sometimes added to the pickle to give the mutton a fine flavor. When cured the mutton leg is washed in warm water and hung in the smokehouse. It is smoked slowly for three or four days and then hung in an airy room to dry.

"Kosher ham and eggs" as sometimes served in restaurants consists of kosher corned beef with eggs. Corned beef for this purpose is usually cured without addition of garlic.

### COLOR IN PORK SAUSAGE

There is no "easy" way to preserve color in link pork sausage. A Western sausage manufacturer writes to ask about a method of preserving color. He says:

Editor THE NATIONAL PROVISIONER:

How can we prepare link pork sausage so that it will hold its color for more than one day? We use pork trimmings, back fat and a little beef in our sausage. Is there any substance we can use to hold meat color?

It is not customary to use anything to preserve color in pork or other fresh sausage and there is nothing that would comply with the law that could be used as a preservative. This packer might use very small quantities of sodium nitrate or sodium nitrite, which are curing ingredients and not preservatives, but this would give a cured rather than a fresh sausage.

Frozen trimmings should never be used in making pork sausage. The meat should be kept cold throughout the manufacturing process and should be handled as speedily as possible. The sausage should be hung up as fast as it is linked, showered with cold water and put in a cooler at 36 to 40 degs. F. There should be plenty of cold air circulation in order to dry off the casings. Sausage should remain in the cooler at least 12 hours before shipment and not more than 24 hours.

Since even the best pork sausage will turn color within a comparatively short time, the best way to secure desirable results with a product is to manufacture it speedily in small quantities and move it out through the retailer to the consumer's table in as short a time as possible.

### MEAT *Canning* INFORMATION

Most meat canners today are turning out the best canned meats it is possible to produce. The result is that canned meat consumption is increasing, and increase is expected to continue.

Favorable response to quality products is not only encouraging some packers to increase canned meat production facilities and add to the canned meat line, but also to produce other canned foods in which meat may or may not be an ingredient.

THE NATIONAL PROVISIONER has published information on canning room layout and equipment and approximate costs for capacities of various sized plants—such as 14,400 cans per day, 28,800 cans per day and 57,600 cans per day—to assist the packer in his canning problems.

Dangers in meat canning without proper equipment and supervision are also outlined.

Subscribers may secure this information by filling out and sending in the following coupon, accompanied by 25c in stamps.

THE NATIONAL PROVISIONER:  
407 So. Dearborn St., Chicago, Ill.

Please send me the report on "Meat Canning."

Name.....

Street.....

City..... State.....

(Enclosed find 25c in stamps.)

### SMOKED HAM IN CASING

Many delicatessen and food stores have a demand for uncooked smoked ham. A semi-boned or boned smoked ham best fits their needs, since they sometimes do not have meat saws and also cannot dispose of ham ends profitably. An Eastern packer writes:

Editor THE NATIONAL PROVISIONER:

We have been making a boned and rolled or Scotch ham. We have heard that a semi-boned or boned ham can now be placed in an artificial casing and smoked, making a very desirable product. Can you furnish us with some information in regard to this process?

Such smoked ham in artificial casings is a recent development. Among the advantages claimed for this ham are: Elimination of surface discolorations and incrustations, identification, uniformity, improved flavor, saving in processing shrink, less waste and more protection and eye-appeal.

A 12/14 or 14/16-lb. ham may be used in making such a product. Give it an ordinary sweet pickle or dry cure. Handle the product the same way as in curing regular hams, using a 70 deg. pickle. When ham is cured take out of pickle and soak in warm water. It should then drain overnight.

Owners of the patent for preparing such a ham report that their licensees may use the following manufacturing procedure:

Remove the aitch bone, and if desired, the shank bone from the cured ham. A string should be inserted through the shank of the ham which is later left protruding through the end of the casing to act as a hanger. The 3 1/4 x 26 in. or 4 1/2 x 28 in. high stretch casings are used, depending on weight of the ham. Soak casings in the regular manner.

Dip the shank end of ham in gelatin to facilitate stuffing, and stuff shank end first through ham stuffer. Butt end of the casing is then tied, ham turned around and a heavy rubber band or string is put on over the shank end as far down as possible, to gather the casing around the narrow portion of the shank and make it adhere to the ham until the product is smoked. The ham is then placed in a stockinette and smoked in the usual manner.

### PORK CUTTING WASTE

Why is the pork trimming department foreman so important? Because this is where cutting floor waste shows up. Read chapter 6 of "PORK PACKING," The National Provisioner's latest book.

## MEAT TRUCK MAINTENANCE

(Continued from page 11.)

maintenance costs, it is said. The yearly saving in overhauls alone is estimated to be \$2,500.

These crank-case oil analyses are also sometimes valuable in preventing motor damage and expensive repairs.

They may show water in the oil, for example, before there is any evidence otherwise that anything is wrong. A check can then be made of the head gasket to determine whether or not it is leaking. If it is, stopping the leak is a simple matter. If the gasket is tight, then the probability is that the water is getting into the oil through a crack in the cylinder. In either event, correcting the trouble promptly may prevent considerable repair or replacement expense later on.

### Packers' Greasing Policies

Truck engine lubrication may appear to be a simple matter—one not worth a great deal of effort to improve. But it is not so easy to get the meat truck fleet on an oiling and greasing basis that will be the most economical, so far as supplies are concerned, and yet most efficient in maintaining motor condition and keeping motor overhaul and repairs at a minimum.

Whether or not it would pay the packer to attempt this job would probably depend on the size of the fleet, and his present oil, grease and repair costs.

There is little uniformity in oiling and greasing practice in packers' truck fleets. Changing oil each 1,000 miles is commonly practiced. The objection to any such arbitrary policy, as mentioned previously, is that *speedometer reading is no indication of motor use*, except

when rules requiring shutting off motor when truck is parked are conscientiously observed.

### What Is Economy?

If the packer is satisfied merely to drain oil at regular intervals, determined by speedometer readings, then it might be cheaper for him to spend more for oil and save on his maintenance and repair costs.

Some packers have recently increased the length of period between oil drainings on the theory that present-day motors require a thin oil, and that some dilution is not harmful. One packer never drains the oil, new oil being added as needed to maintain the oil level.

This packer's trucks operate over comparatively long distances at relatively high speeds and consume considerable oil. By adding frequently a little heavier oil than that recommended by the truck manufacturer, draining and refilling is not necessary, he thinks. This packer has noticed no evidence as yet of unusual motor deterioration because of this practice. He borrowed the idea from a contract hauler with whom he does business.

### Tire Costs

Expense of tires is another item many packers would like to reduce, if possible. Probably the one factor which contributes most to long tire life and low tire cost is maintenance of proper tire pressures.

And here again there is little uniformity in packers' practices. At one extreme are packers who pay little or no attention to tire pressures, air being added only when tires seem to be getting flat. At the other extreme are those who require daily tire inspection. The trend

seems to be, however, toward more frequent tire inspection. Most packers now require that tire pressures be checked at least once each week.

Tire costs vary greatly in meat plant fleets. The lowest cost for truck tires that has come to the attention of THE NATIONAL PROVISIONER recently is a little less than 1 mill per mile. Tire mileage for this packer's truck fleet is averaging somewhat under 33,000. Tire pressures in this case are checked daily. Lightweight insulated bodies are used and care is taken to prevent overloading, particularly in hot weather.

## PACKERS ARE MODERNIZING

Laclede Packing Co., St. Louis, Mo., has plans for a 2-story addition to cost about \$50,000 with equipment.

St. Louis Independent Packing Co., St. Louis, Mo., has asked bids on general contract for extensions and improvements in plant. Cost over \$75,000 with equipment.

B. & B. Sausage Co., Bellingham, Wash., has doubled the size of its plant through addition of a cooler, sausage department, 2-story smokehouse and boiler room.

Swift & Company has just installed a modern sausage kitchen in its branch house at Alexandria, La. Fresh and smoked pure pork sausage and chili will be among the products made at the plant.

Building permit has been granted to Armour and Company for construction of a \$40,000 branch house at Grand Rapids, Mich. The new structure will 1-story and basement, and of brick and concrete construction. It will replace the branch now occupied by the company.

Caldwell, Ida., business men will give full support to the construction of a \$125,000 slaughtering plant by Idaho Meat Producers, Inc. It is reported that the concern will go ahead with construction in spite of pending litigation.

Sanitary Meat Co., Bellingham, Wash., has started extensive improvements at its plant. A new cooler, pickle cellar and sausage kitchen are being added.

Bids will be asked soon by Swift & Company for construction of a new 5-story livestock killing building to be erected as a part of the Iowa Packing Co. plant at Des Moines, Ia. The company now is asking bids on construction of an extension to the stockyards at the plant which will increase the yard capacity about 25 per cent. The stockyards extension will cover 62,000 sq. ft. and will include pens, scales, livestock unloading chutes and an office for buyers.



### NEAT JOB IN SERVICE OF WESTERN PACKER

Equipped with a special 1 1/2-ton open express type of steel body, this new Dodge unit has recently been placed in service by Tejon Beef and Provision Co., Bakersfield, Calif. The truck's schedule calls for approximately 200 miles per day, and it is used for both long and short hauls.

Watch the Classified ad. page for good men or for good jobs.



## INTERNATIONAL TRUCKS

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**ATTRACTIVE EASY TERMS**  
*AT LOW RATES*

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In the past 30 years tens of thousands of men have been helped to

ownership of International Trucks by International Harvester's extension of credit. The most liberal of the many partial-payment plans in the industry today reflect International policy of long years' standing.

Pay CASH on delivery for your trucks when you can, and save *all* financing charges, but when cash must be conserved see what International's liberal time-payment plan may offer you. Inquire as to our *materially reduced financing charges* — let Internationals earn their way as you pay.

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# Guard well the Zone of Insulation

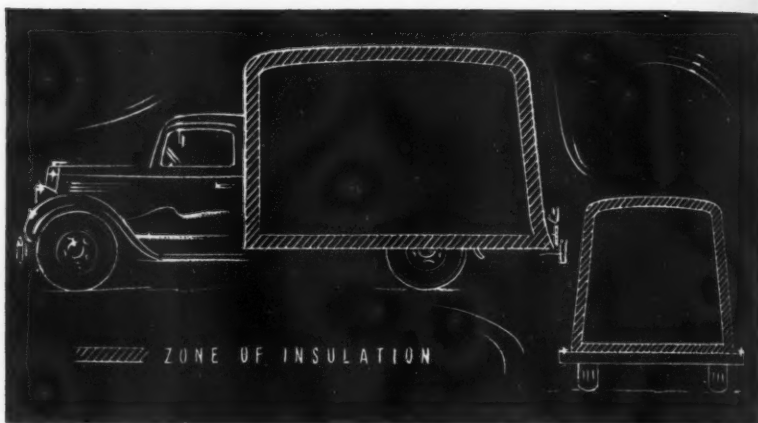
The zone of insulation in your truck body should receive as much attention as the power plant or brakes. It is important that you find out the correct engineering requirements. Only in this way will you secure maximum insulation efficiency.

ALL year 'round the truck body must give complete protection to the merchandise it carries—protection from dirt, rain, wind, thievery, heat and cold. To protect from heat and cold is the particular function of insulation.

To be sure of this protection, you must pay particular attention to the insulation zone of your truck body, the space between the outer and inner walls. Proper treatment of the insulation zone will save you money every year for the life of the truck.

FOR 15 YEARS truck body designers and engineers, body builders and truck line operators have been specifying that Dry-Zero Insulation be used in the insulation zone. These authorities have used Dry-Zero Insulation for every type of truck, carrying every kind of perishable, in every state. Dry-Zero Insulation has been repeatedly specified for trucks operating at normal, pre-cooled and refrigerated temperatures.

This widespread use of Dry-Zero Insulation is evidence that it is an efficient insulation; it does the job well and eco-



nomically; it gives complete protection to any load.

Ask any body builder about Dry-Zero Insulation. Here is the essence of what he will tell you: Expressed in an engineering term, the efficiency of Dry-Zero Insulation is .24 Btu. This means ample protection, and economical operation if you use refrigeration.

This efficiency never diminishes because Dry-Zero Insulation resists moisture and does not rot or disintegrate. Its permanence is proved by the experience of operators who have torn down old bodies and found the Dry-Zero Insulation as good as new.

To insulation efficiency and permanence is added a third quality which in-

creases the value of Dry-Zero Insulation—lightness. It is so light in weight that it cuts down considerably the dead-weight of the truck. This gives an actual money saving in ton-mile operating cost, year after year. And it allows more payload.

INVESTIGATE the insulation requirements of your truck carefully. Ask your body builder or truck manufacturer. Also, write to us for an insulation analysis. Simply give the size of your truck body, the merchandise to be carried and the required temperature. A Dry-Zero engineer will send you the analysis, giving the requirements for your particular needs. There is no obligation.

## In Truck Insulation You Need These 5 Qualities:

1. High efficiency
2. Lightness
3. Moisture resistance
4. Rot resistance
5. Permanence

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Commercial Insulant Known



# REFRIGERATION ☆ and Air Conditioning

## SMOKED Meats

### Air Conditioning Cuts Drip and Shrinkage Losses

A MID-WESTERN packer with an enviable reputation for the quality of his smoked meats operated many years without an air-conditioned smoked meat hanging room. His turnover was rapid, and he never felt a need for holding smoked product under refrigeration until shipped. The fact that he was "getting by" without the expense of refrigeration in this room was sufficient justification, in his opinion.

Hot weather of last summer "did things" to his drip and shrink figures, however, which caused him to change his mind as to the value of holding smoked meats under refrigeration.

Losses on a large turnover were considerable, and appearance of product suffered. As a means of reducing drip and shrink losses, therefore, he authorized the installation of a unit cooler.

### Air Conditioning Remedy

The job was planned by a refrigerating engineer familiar with requirements of temperature and humidity in this department. The installation was designed to maintain a temperature of 60 to 65 degs. Fahr. and a relative humidity of 80 to 85 per cent.

When the unit was placed in service it functioned perfectly. Product out of the smokehouse was no longer permitted to hang in the smokehouse alley and drip, but was placed immediately in the smoked meat hanging room. Tests indicated the air-conditioning installation would make a substantial saving by reducing the amount of both fat and moisture losses.

But it was noticed there was considerable bleaching of product placed in the room. Hams in particular assumed a considerably lighter shade after hanging a few hours.

### Blame for Bleaching

The blame was immediately placed on the air conditioning system by the foreman in charge. His reasoning was that as meats had been handled through the room for years without refrigeration and without bleaching, therefore when they bleached in the air-conditioned room the conditioning system must be at fault.

The engineer was called in and told to correct the trouble. He felt certain a temperature of 60 to 65 degs. and a relative humidity of 80 to 85 per cent were not fading color, and he looked elsewhere for the cause. Among other things he checked smoking times and temperatures, and found the former had been reduced considerably. He then sought out the worker in charge of the smokehouses.

### Smokehouse Man to Blame

The latter had evidently acted with the best of intentions, but without much judgment. If hams stand up satisfactorily in a smoked meat hanging room without refrigeration, this man reasoned, then they should not require as much time in the smokehouse when handled under refrigeration.

Therefore, with the purpose of saving money for the firm and without consulting anyone, he cut ham smoking times. With the smokehouses back on the old ham smoking schedules fading of color in the smoked meat hanging room no longer occurred.

Changing conditions under which meat is handled in the meat packing plant sometimes make desirable a change in processing operations. However, any testing and experimenting should be under control, so that results can be properly evaluated.

### Smoking Temperatures

Temperature in the smoked meat hanging room, for example, should be regulated, to some extent at least, by the methods by which smoked meats are distributed.

A packer who does a local business and delivers meats in unrefrigerated

trucks can safely carry a higher temperature in the smoked meat hanging room than the firm which uses refrigerated trucks. This is for the reason that in hot, humid weather, if the temperature of product out of the hanging room is below the dew point temperature of the outdoor air, condensation will occur on the product.

### Refrigerated Trucks

On the other hand, the packer who distributes with refrigerated trucks ought to hold his product at a lower temperature, for the simple reason that the refrigerated truck is not designed to serve as a chill room, but merely to keep product at a safe temperature between plant and customer's store.

The packer who changes from unrefrigerated to refrigerated trucks, therefore, should check the results of hanging room temperature on product and change the temperature if necessary to meet the new conditions of distribution.

## REFRIGERATION NOTES

Graham Ice Cream & Beverage Co., Wayne, Neb., is planning an addition to house new refrigeration equipment and 300 cold storage meat lockers.

Refrigeration machinery is being installed in Coahoma County, Miss., cur-

## HANGING SMOKED MEATS

All conditions should be studied if saving in shrink and drip is to be obtained through air conditioning.



ing plant near Clarksdale. Plant will be available for curing and storing meat and other produce.

City Meat Market at Hoppers, Ia., has installed a refrigerated locker system.

A. E. Staley Manufacturing Co., Decatur, Ill., recently purchased a 73-ton refrigerating machine for use in the vegetable oil refinery.

Des Moines Valley Produce Co., Perry, Ia., recently completed a special cooler and freezing room.

Dr. J. S. Sanders, Sanborn, Ia., will erect a cold storage plant to include cooling and freezing room and 246 lockers.

A cold storage plant is being erected at Stevensville, Mont., by Walter Poll.

New refrigeration equipment has been installed in the sausage plant of August and Marcus Spoutz, Detroit, Mich.

Julius M. Morgan, Pembroke, Ga., plans to erect a cold storage plant.

### HOG REFRIGERATION

Chilling hogs is one of the most important things connected with curing. Have your men read the "do's" and the "don't's" in "PORK PACKING," The National Provisioner's latest revision of "The Packer's Encyclopedia." Many of the difficulties encountered in curing can be traced directly to incorrect procedure in chilling hogs.

### CHOCOLATE FIRM ADDS MEAT

The Hershey Corporation, Hershey, Pa., is entering the meat field and now has under construction a complete packinghouse, which will have facilities for slaughtering cattle, calves, hogs, sheep and lambs, smoking and curing and coolers for holding product. The Hershey Corporation has long been an outstanding manufacturer of chocolate confections. The new one story and basement cut stone building will be completely equipped by the Allbright-Nell Co. and will be ready by November 15 of this year. The cost is estimated at \$250,000.

### FRENCH EAT MORE MEAT

Consumption of meat in France which has varied considerably since the war has been steadily rising in the last few years, according to a report by the U. S. Department of Commerce. Consumption of pork in France has shown a relatively important increase compared to the consumption of beef, lamb, veal and mutton. Consumption of mutton on the other hand has declined sharply as compared with the pre-war period. Beef consumption in France since the war has shown a wide variance, registering a 16 per cent decline between 1929 and 1931 but a 25 per cent increase in 1935, reaching approximately the pre-war level, the report states. In 1935, the report shows, per capita meat consumption for the whole

of France was as follows: Beef and veal, 50.6 pounds; mutton and lamb, 4.93 pounds; pork, 21.88 pounds.

### LARGE TURKEY CROP

The biggest turkey crop on record—about 20,000,000 birds—was reported this week by the U. S. Bureau of Agricultural Economics. This is a third larger than last year's production of about 15,000,000 turkeys, and compares with preceding record crops of nearly 19,000,000 birds in 1932 and 1933. The bureau pointed out, however, that many birds which go to market this year will be younger and lighter weight on account of the short feed situation resulting from the drought. An increased demand for turkeys was forecast owing to the somewhat smaller supply of other meats in prospect and to increased buying power of consumers. The turkey-raising industry, after a long period of decline, has increased production in recent years.

### PORK CUTTING POINTERS

Pork cutting is the one operation in pork packing where precision is most necessary. Do your men know all they should know about it? Chapter 5 of "PORK PACKING," The National Provisioner's pork plant handbook, is alone worth the price. Write for information.

## "C-B" Cold Storage Door



New "C-B" Track Door

### The Better Door That Costs No More

The "C-B" Track Door is the only cold storage door having the new "C-B" Track Door Operating Device (patent pending), the biggest improvement for twenty-five years in Cold Storage Doors.

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—an attractive binder containing reprinted articles on this subject which have been published in THE NATIONAL PROVISIONER—should be in the hands of every packer. In easy-to-understand, non-technical language, these articles tell what air conditioning is, the reasons why it is superior to simple refrigeration, and where it should be installed. Many examples of installations now in use concretely show how the packer benefits. Best of all, reprints of current articles are furnished owners of the binder. This is more than a textbook; it is a continuous service, a reference file of the latest information. The price is only \$1.25 postpaid.

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407 South Dearborn Street, Chicago, Illinois

A Page for

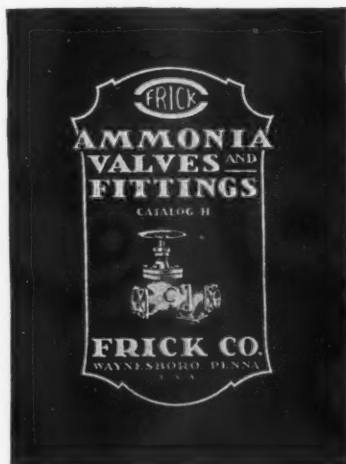


# PURCHASING Departments

## USED IN BUYING FITTINGS

A new catalog on ammonia valves and fittings, designed to simplify the engineer's and maintenance man's job of purchasing these supplies, is being distributed by the Frick Co., Inc., Waynesboro, Pa. This book is a complete departure from the usual type of fittings catalog.

In the past it has been necessary when purchasing flanged valves or fittings to look up separate prices on the



necessary flanges, bolts and gaskets. This work has already been done in the Frick catalog, where each piece is priced both separately and complete with companion flanges, bolts and gaskets. In addition weights and principal dimensions of the pieces are shown. This information will prove valuable in figuring transportation costs as well as in the engineering work of laying out a piping system.

Many new items appear in the book, including electric motor valves, oil type liquid level indicators, diffusers, bolts and nuts, four kinds of gaskets, pipe hanger fittings and a complete list of repair parts for ammonia valves. Last six pages are devoted to useful tables, including properties of methyl chloride and Freon 12—in addition to those of ammonia—carbon dioxide, steam and solutions of sodium chloride.

Other tables give dimensions of full weight and extra heavy pipe, standard boiler tubes, seamless brass and copper tubing, ammonia to be pumped per ton of refrigeration, mean effective pressures in steam engines and cold storage temperatures. From a publication standpoint this catalog is also unusual in being printed in two colors through-

out, and with a cover of heavy maroon stock on which the title is embossed in gold.

## SMOKED HAM IN NEW FORM

Ham smoked in artificial casings, a recent processing development which has been patented by the Visking Corp., attracted much interest at the packers' convention, where it was shown at the Visking booth. Under this process a boned or semi-boned ham is placed in an artificial casing, covered with stockinette and smoked in the usual manner. The resulting product, it is claimed, shows no surface discoloration; has improved flavor; shrinks less in processing; is easily identifiable and is well protected. It has plenty of eye-appeal for the consumer and can be handled economically by the dealer.

The ham when fully boned is reported to be especially suitable for the dealer who has a demand for uncooked, smoked ham, but has no meat saw to cut a regular ham and, moreover, could hardly dispose of ham ends profitably. Ham smoked in artificial casings has, it is pointed out, all the advantages of the Scotch ham, but is more compact and appealing in appearance.

The Visking patent covering the preparation of such ham also covers similar processing of other food products such as Canadian bacon, smoked butts, picnics, and smoked meats of all descriptions. All the firm's customers are granted a free license to practice the processes covered by the patent during the preparation of food products packaged in the company's artificial casings.

## NEW EQUIPMENT

John J. Felin & Co., Philadelphia, have installed a new Allbright-Nell hog dehairing and polishing machine which will handle 550 hogs an hour.

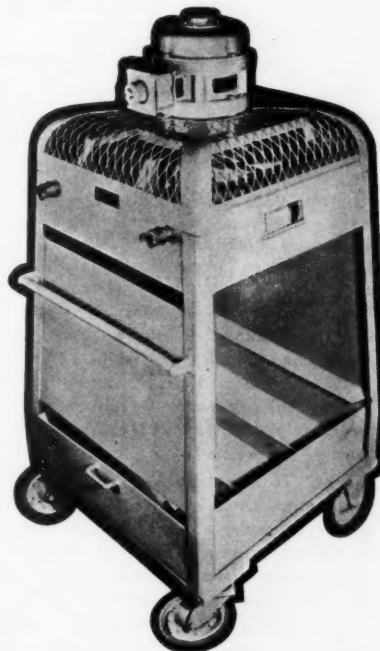
Wm. Schludenberg-T. J. Kurdle Co., Baltimore, has installed and is now operating three new Laab cookers and has also installed a new Allbright-Nell fresh hog casing cleaning unit.

Other plants installing new fresh hog casing cleaning units manufactured by Allbright-Nell Co. are, Chas. Haag, Inc., Hoboken, N. J.; Jacob Forst Packing Co., Kingston, N. Y.; Weiland Packing Co., Phoenixville, Pa.; Fried & Reine-man Packing Co., Pittsburgh, Pa., and Arbogast & Bastian Co., Allentown, Pa.

The Allbright-Nell Co. has completely equipped a new slaughtering plant near Caracas, Venezuela.

## PORTABLE PRECOOLER

A handy device for precooling refrigerator cars and for use throughout the meat packing plant for special cooling work, or to supplement permanently installed refrigerating equipment, is a precooler unit manufactured by the Precooling Equipment Co. of Chicago. It operates on brine brought to the machine and returned to the plant brine cooler through flexible connections. A fan, operated by a 1½ h. p. motor installed on top of precooler, draws air over the brine coil and discharges it upward through top of machine. The precooler is portable, weighing only 450 lbs. and is mounted on wheels for easy moving. It is rated at slightly over 6 tons per day.



CUTS PRECOOLING COST

In cases when refrigerator cars are thoroughly prechilled with this device before loading, first re-icing can generally be done away with, it is claimed. In some cases second re-icing is not necessary. The saving in precooling cost alone, it is claimed, often amounts to as much as \$3.00 per car as compared with the cost of precooling with ice and salt.

## NEED A GOOD MAN?

Watch the "Classified" page for good, experienced men.






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Can a Fairbanks Printomatic Weigher save money for you? Get your copy of our interesting new bulletin on Printomatics, and see what they can do for your present Fairbanks Dial scales, or for those you will later install. For your copy, address Department G651, Fairbanks, Morse & Co., 900 S. Wabash Avenue, Chicago, Ill. And 40 principal cities—a service station at each house.

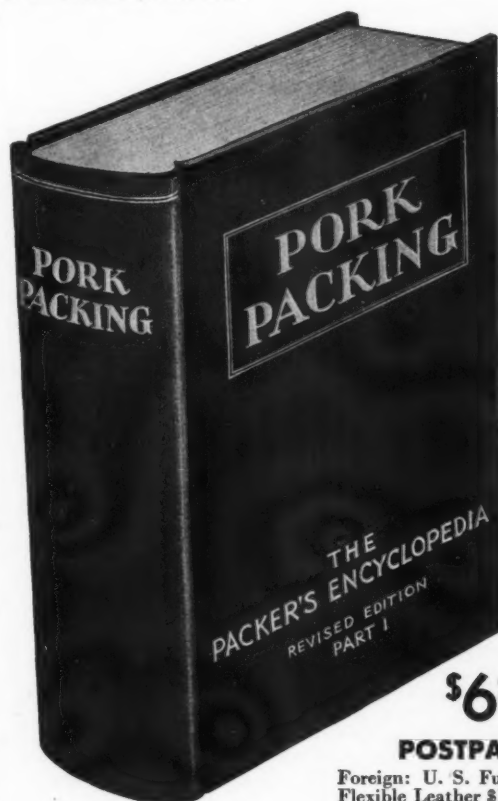
Printomatic Weighers can be added to many existing Fairbanks scales under a new leasing plan. No large investment is necessary for you to begin enjoying their savings.

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## THE ANSWER TO YOUR Pork Packing Problems

will be found in this 360-page book. It is filled from cover to cover with practical ways of overcoming difficulties encountered in day-to-day operation of the pork packing division of the meat plant. Special emphasis has been placed on figuring of tests and 100 pages of tables showing results are included. "Pork Packing" explains how you can apply the results to your operations. Savings in better, more efficient operation which can be effected when the lessons contained in this volume are applied will pay for the cost of the book many times over.



**\$6<sup>25</sup>**

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Here are the subjects that are discussed: Buying—Killing—Handling Fancy Meats—Chilling and Refrigeration—Cutting—Trimming—Cutting Tests—Making and Converting Pork Cuts—Lard Manufacture—Provision Trading Rules—Curing Pork Meats—Soaking and Smoking—Packing Fancy Meats—Sausage and Cooked Meats—Rendering Inedible Products—Labor and Cost Distribution—and Merchandising. Every phase of Pork Packing within the covers of one book!

**Order Now! Book Department**

**THE NATIONAL PROVISIONER**  
407 South Dearborn Street, Chicago, Illinois





## Cereal in SAUSAGE

### Survey of State Laws and Regulations

**A**S STATE laws governing use of cereal in sausage vary widely through the 48 states, sausage manufacturers and packers operating in intrastate business frequently seek information on regulations imposed by individual states.

A survey of state laws and regulations made by the Institute of American Meat Packers shows that use of cereal in sausage in general is prohibited by five states. Three of these states, however, allow cereal to be used in certain classes of sausage, provided these products are labeled in accordance with state regulations.

#### Various State Requirements

Letters were addressed by the Institute to state officials requesting copies of laws and regulations affecting sausage. A tabulation was made from the data received in response to these requests. Each state was classified on the basis of definite provisions in the state's codes or as a result of information provided by state officials. No attempt was made to list municipal regulations, although some cities have ordinances governing use of cereal.

Pennsylvania has for a long period of years prohibited the use of cereal in any sausage product. Michigan prohibits the use of cereal in grade 1 sausage, but allows 2 per cent of cereal to be used in grade 2 sausage. Mississippi permits cereal to be used in limited amounts in bologna, provided each casing is marked "Bologna style sausage" and the percentage of cereal added is shown.

Oklahoma prohibits use of cereal in sausage except in a product known as "cereal sausage." Cereal sausage is defined as "sausage containing not more than 2 per cent of cereal and no greater percentage of water than is normal to the meat." This product must be labeled "cereal sausage."

While no definite provision prohibiting the use of cereal in sausage was found in the food codes of North Carolina, a letter received by the Institute from the North Carolina State Depart-

ment of Agriculture stated that the use of cereal there is prohibited.

#### General Regulations

In addition to the five states prohibiting the use of cereal in sausage, seven states have general regulations that "a food is deemed adulterated if any substance has been substituted wholly or in part for the article." Interpretation and enforcement of this clause naturally will vary somewhat with the state involved. A definite classification either of prohibition of the use of cereal or permitted use of cereal, therefore, cannot be made in connection with these seven states—Florida, Idaho, Missouri, South Carolina, Tennessee, Texas and West Virginia.

#### Where Cereal Is Permitted

Eighteen states limit the amount of cereal permitted in sausage to 2 per cent. Nine of these require that sausage containing cereal must be suitably labeled, and two states require the display of cards indicating the handling of sausage with cereal in establishments offering such products for sale.

While limiting the amount of cereal to 2 per cent for sausage products in general, North Dakota permits 3 per cent of cereal in frankfurters, bologna and Vienna style sausage.

In addition to limiting the amount of cereal used in sausage to 2 per cent the state of Kentucky, through an interpretation of its codes, holds that products containing more than 2 per cent cereal and added water and/or packaged in casings artificially colored must be branded "Imitation."

States limiting the amount of cereal to 2 per cent, together with explanatory notes, are listed as follows:

Alabama.

Colorado (must be labeled "Cereal added").

Georgia.

Kentucky (must be labeled "Cereal added").

Louisiana.

Massachusetts.

Michigan (in grade 2).

Minnesota (must be labeled "Cereal added").

Montana.

Nebraska.

Nevada.

North Dakota (must be labeled "Cereal added"; 3 per cent allowed in frankfurters, bologna and Vienna style).

Ohio (must display card in establishment handling).

Oklahoma (in "cereal sausage" only).

Oregon (must be labeled "Cereal added").

South Dakota (sign in manufacturer's and dealer's store).

Virginia (must be labeled to show cereal content).

Washington (labeled "Cereal added").

#### Larger Amount Permitted

Two states, Connecticut and Utah, have codes limiting the amount of cereal to be used in sausage to 3½ per cent. Connecticut requires that products containing cereal must be labeled "Cereal added."

Ten states limit the amount of cereal permissible to 3½ per cent through regulations or interpretations indicating the imposition of standards prescribed by the U. S. Department of Agriculture. Regulations issued by the U. S. Bureau of Animal Industry limit amount of cereal permissible to 3½ per cent and require a plain indication on the label that cereal has been added. The states having definite laws prescribing that the B. A. I.'s limitation of 3½ per cent must be followed are: Arizona, California, Illinois, New Hampshire, New Jersey and Vermont.

States of Delaware, Iowa, Maine and Maryland have informed the Institute that the standards prescribed by the U. S. Department of Agriculture are enforced in these states.

One state, Wisconsin, limits permissible content of cereal in sausage to 4 per cent. State regulations prescribe, however, that sausage containing cereal must be labeled "Sausage with cereal."

No restrictions as to the amount of cereal permissible appear to have been established by Arkansas, Indiana, Kansas, New Mexico, New York, Rhode Island or Wyoming. Three of these states—Indiana, Kansas and New York—require labeling of sausage to indicate the cereal content.

#### DOLLING UP SAUSAGE

Colored string for tying large sausages is becoming popular as a means of increasing eye appeal. A bow of colored transparent paper is also being used by other packers for this purpose. A third method of adding attractiveness to large unwrapped sausages is by means of a parchment band in colors.

Watch Classified page for bargains in equipment.

**All meats contain water**

*That's why ordinary wrappers cannot give complete protection*

When a wrapper on meat starts to give way, there's usually a good reason. It's because the moisture in the meat has come to the surface and has worked through the fibres of the wrapper. Then the sheet tears, and leaks start. Protection stops! But this doesn't happen with Patapar.

Patapar is one wrapper that is safe. It is both *insoluble* and *grease-proof*. It keeps its strength when wet and gives full protection to your meats. So, before you try to get along with a substitute wrapper, why not look into Patapar? Tell us what your product is and we will send you samples and prices.

# Patapar

THE POPULAR NAME FOR PATERSON VEGETABLE PARCHMENT

Paterson Parchment Paper Company, Bristol, Pennsylvania

SALES BRANCHES: 120 Broadway, New York; 111 West Washington Street, Chicago; 340 Bryant Street, San Francisco

# PROVISIONS AND LARD ★

## WEEKLY MARKET REVIEW

**H**OG products market the past week continued under the influence of comparatively heavy hog marketings and declining live prices. This with a further less satisfactory corn-hog ratio served to bring about not only hedge selling, but liquidation on a liberal scale in lard, and unquestionably some short selling. Indications that heavy marketings are still in prospect increased professional bearishness in provisions.

Notwithstanding unsatisfactory news price-wise the market continued to experience a good class of commission house buying on a scale down, which with profit taking made for an orderly decline.

During the week lard prices dropped about  $\frac{1}{4}$ c per pound. Hogs were off a greater amount and the market appeared to be paying little attention to the demand situation. However, cash lard demand was on a satisfactory scale and was important in view of light-weight hogs now being received and of future hog shortage. The large long interest in the futures market predicated upon the long pull proposition did not appear to have been disturbed by the week's developments.

Receipts of hogs at Western packing points last week totaled 362,800 head, compared with 319,000 head the previous week and 229,200 head the same week last year. Receipts this week promise to run even heavier, unless the movement subsides the latter half of the week. As a result it was not surprising that packers were inclined to back away to some extent.

### Hog Market Weak on Large Supplies

Average weight of hogs received at Chicago last week was 226 lbs. compared with 236 lbs. the previous week, 253 lbs. a year ago and 227 lbs. two years ago. Average price of hogs at Chicago at the outset of this week was 9.60c against 9.75c the previous week, 9.90c a year ago, 5.50c two years ago and 4.25c three years ago. By midweek the average price dropped to 9.45c. Top price at Chicago at mid-week reached 9.85c rallying to 9.90c and compared with 10.25c the previous week and the season's high point of 12.05c.

Production of lard in August was officially placed at 64,000,000 lbs. and 41,000,000 lbs. the same time last year making production January to the end of August 631,000,000 lbs. against 448,000,000 lbs. the same time last year.

### Lard Consumption High

Consumption of lard in August was 68,000,000 lbs. against 53,000,000 lbs. the same time last year; making consumption January through August

some 498,000,000 lbs. against 435,000,000 lbs. the same time a year ago.

Lard exports January through August totaled 74,621,000 lbs. compared with 77,153,000 lbs. the same time in 1935.

The larger lard production this year was not surprising and was apparent in view of heavier hog marketings but the increase in lard consumption was a little surprising, and was possibly partly at the expense of shortening. The export situation has not changed materially, except for such advantage as may result from the latest monetary agreements between the United States and leading European nations.

**PORK**—Demand was fair and market was steady at New York the past week with mess quoted at \$31.00 per barrel, family \$23.00 per barrel and fat backs \$22.25@24.00 per barrel.

**LARD**—Demand was fair at New York but market was easy. Prime Western was quoted at 11.75@11.85c, middle Western 11.65@11.75c, New York City

tierces 11 $\frac{1}{2}$ c, tubs 11 $\frac{1}{2}$ @12c, refined Continent 12c, South America 12 $\frac{1}{2}$ c, Brazil kegs 12 $\frac{1}{4}$ c, compound in car lots 12c, smaller lots 12 $\frac{1}{4}$ c.

(See page 32 for Inter markets.)

At Chicago regular lard in round lots was quoted at December price, loose lard at 42 $\frac{1}{2}$ c under December and leaf lard at 75c under December.

**BEEF**—Demand was moderate at New York and prices were lowered \$1.00 this week to \$17.00@18.00 per barrel.

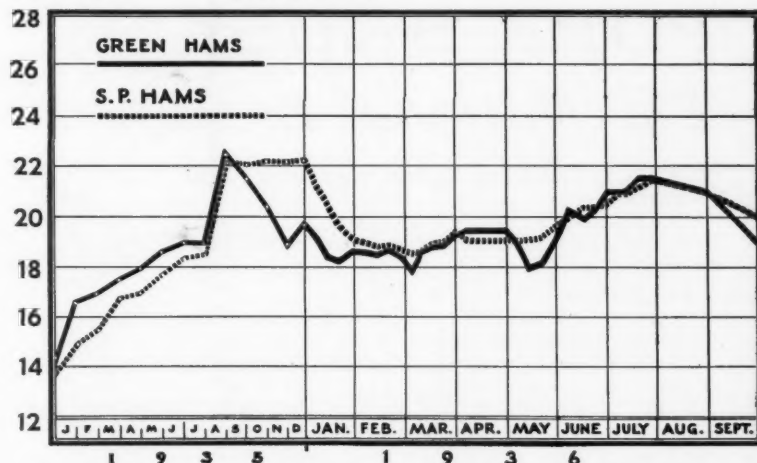
### BRITAIN PLANS MEAT DUTY

The British government has committed itself to impose a moderate duty on the principal imported meats, with preference for Empire supplies, and to pay livestock producers a more generous subsidy on at least the higher grades of meat animals produced in the United Kingdom, according to a report by the U. S. Bureau of Agricultural

## GREEN HAMS & S. P. HAMS

CENTS PER LB.

(12-14 lb. av.)



Green ham prices have been on the decline during the past two months, influenced in large measure by heavy hog runs and the outlook for relatively large supplies in the near future. Pickled hams moving into consumption at this time are from higher costing hogs and, while commanding prices above the green product, the level is none too favorable in the light of costs.

Some improvement in the export outlet for hams is looked for, and there has been talk in the trade of establishing freezing levels for current production. Considerable shortage is apparent in the supply of medium and heavy weight hams, and it appears that once again the trade must be educated to the light ham. This may call for another problem of education in later months, when the supply of light hogs is cleaned up and heavier, well-fed butchers are furnishing higher costing heavier and fatter hams.

Trend of prices as shown on the chart for 1935 and 1936 to date indicates a rather narrow spread between green and cured product much of the time, and at certain points this spread is either in reverse or lacking entirely.





Luxury  
Loaf

Liver  
Loaf

Chicken  
Loaf

Souse  
Loaf

Pullman loaves or small hams produced in sizes 02L-E, 1-0-E, 02S-E, or 02G-E, may be inserted into 4½-inch High Stretch Casings by using our new Stuffer No. 2. Ask for particulars.

### Stuffer

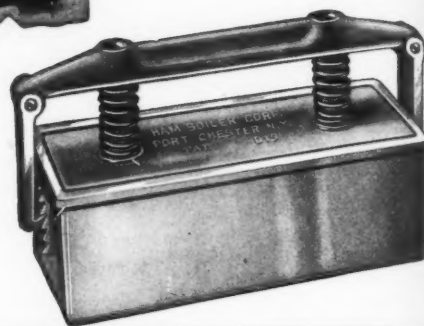
*Made of Stainless Steel with Cast Aluminum Base*

Manufactured in two sizes.  
No. 1 for 3¾" casing  
No. 2 for 4½" casing



## Increase LOAF SALES

ADELMANN STUFFER shown enables placing of a Visking, or other type cellulose casing, around a loaf after cooking. Better keeping-qualities, improved appearance, and permanent identification assured. Casing adheres to surface of loaf preventing mold or slime between wrapper and contents.



## HAM BOILER CORPORATION

OFFICE AND FACTORY: PORT CHESTER, N. Y.

CHICAGO OFFICE: 332 S. MICHIGAN AVE.

EUROPEAN REPRESENTATIVES: R. W. Bollans & Co., 6 Stanley St., Liverpool & 12 Bow Lane, London—AUSTRALIAN AND NEW ZEALAND REPRESENTATIVES: Gollin & Co., Pty. Ltd., Offices in Principal Cities—CANADIAN REPRESENTATIVE: C. A. Pemberton & Co., Ltd., 189 Church St., Toronto.

## PORK SAUSAGE *The National Breakfast*

These cool mornings increase your appetite for a good breakfast.

If you live in the Democratic deep south, ask for highly flavored southern seasoning for Pork Sausage (Pork "S").

If you live in the cool north, ask for the mild flavored rich Pork Sausage Seasoning (Pork "C").

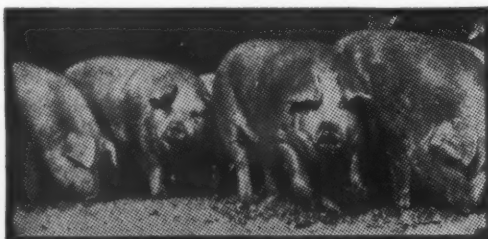
If you live with the "Kentucky Colonel" family, "Old Kentucky" High Seasoning Style will suit you.

The Griffith Laboratories prepare, sterilize and ship the best.

If you desire no sage, ask for - - - Pork "B"

If you desire mild sage, ask for - - - Pork "C"

If you desire strong sage, ask for - - - Pork "S"



*Your National  
Breakfast  
is now ready.*

It is no hardship for us to pack in one-pound bags, or any suitable size package to season the block you make. Write us a letter, tell us the size block and ask us to pack Pork Sausage Seasoning to suit your needs.

DRY SOLUBLE SEASONINGS are made by selecting the finest whole spices, and the extractions are carefully made.

LIQUID SPICES are just as carefully made and as economically used.

YOU CAN CHOOSE YOUR STYLE  
LET'S GO—TIMES ARE IMPROVING!

## THE GRIFFITH LABORATORIES

1415-31 West 37th Street, Chicago, Illinois

Canadian Factory and Office: 1 Industrial St., Leaside, Toronto 12, Ontario



Economics. This action will probably be accompanied by a liberalization of import quotas. It is not likely to be taken before January 1, 1937 (but possibly as early as November 7, 1936, in the case of beef), owing to treaty obligations which have not yet expired. A plan is now being considered under which an import duty would be imposed on cured pork, quantitative restrictions relaxed and a subsidy granted to producers.

## LARD EXPORTS

Exports of lard, neutral lard and other cooking fats, August, 1936:

	Lard, lbs.	Other cook- ing fats, lbs.	Neutral lard, lbs.
Belgium .....	191,951	.....	16,928
Denmark .....	5,500	.....	.....
Germany .....	93,225	2,200	.....
United Kingdom .....	3,075,281	100	.....
Canada .....	341,606	135	.....
Honduras .....	36,544	148	.....
Panama .....	23,320	34,707	.....
Mexico .....	104,359	25,657	10,536
Bermuda .....	10	5,478	.....
Jamaica .....	4,453	1,986	.....
Cuba .....	1,931,087	11,701	.....
Dom. Republic .....	24,890	.....	.....
Neth. West Indies .....	4,950	3,744	.....
Haiti, Republic of .....	32,580	.....	.....
Argentina .....	12,800	23,697	.....
Colombia .....	145,090	406	.....
Venezuela .....	3,050	3,674	.....
Japan .....	.....	3,480	.....
Philippine Is. .....	.....	10,400	.....
U. of So. Africa .....	.....	2,806	.....
Irish Free State .....	.....	.....	10,531
Netherlands .....	.....	22,656	.....
Sweden .....	.....	7,557	.....
Peru .....	.....	6,362	.....
Others .....	13,950	18,026	.....
Total .....	6,044,685	148,405	74,570
Value .....	\$733,155	\$18,279	\$9,708

## Hog Cut-Out Results

CONSIDERABLE weakness was apparent in the price of live hogs and of green product during the current week when compared with the previous period. In spite of sharp declines in hog prices green product dropped still more rapidly and hogs of a grade that had cut at a small profit a week ago showed a loss this week. This was contributed to by the poorer yields of hogs now being marketed.

Better grade hogs averaging above 200 lbs. brought best prices as these were in relatively small supply, bulk of the runs consisting of light lights and pigs. Shortage of grain feed and approach of cold weather with fields pretty well cleaned up has brought a flood of light unfinished hogs to market. This is expected to be at the expense of runs later on.

Very few butcher hogs averaging above 200 lbs. showed up on the Chicago market during the week and commanded good prices, but in general the market was weak. Bulk of well-finished hogs weighing 190 to 250 lbs. moved at \$9.55@9.75 with many loads of 170 to 180 lb. offerings at \$9.25@9.40.

Very careful yield checks on hogs being slaughtered should be made as the general average is slightly lower than normal for this season of the year and it is quite probable that yield tests on close averages would show still less satisfactory results.

## CURED PORK PRICES

Prices at Chicago, September, 1936, as reported by U. S. Bureau of Agricultural Economics:

	Sept., 1936.	Aug., 1936.	Sept., 1935.
Hams, smoked, reg. No. 1—			
8-10 lbs. av.....	25.62	26.84	28.18
10-12 lbs. av.....	25.68	26.81	28.12
12-14 lbs. av.....	25.70	26.44	27.50
14-16 lbs. av.....	25.57	26.18	27.19
Hams, smoked, reg. No. 2—			
8-10 lbs. av.....	23.92	25.66	26.44
10-12 lbs. av.....	23.57	25.41	26.47
12-14 lbs. av.....	23.60	25.18	26.47
14-16 lbs. av.....	23.55	25.18	.....
Hams, smoked, skinned, No. 1—			
16-18 lbs. av.....	26.00	27.12	28.12
18-20 lbs. av.....	25.30	26.53	26.12
Hams, smoked, skinned, No. 2—			
16-18 lbs. av.....	24.05	25.09	27.44
18-20 lbs. av.....	23.20	24.66	24.56
Bacon, smoked, No. 1 dry cure—			
6-8 lbs. av.....	28.72	29.75	34.94
8-10 lbs. av.....	28.17	28.94	33.47
Bacon, smoked, No. 1 S. P. cure—			
8-10 lbs. av.....	24.95	26.38	31.69
10-12 lbs. av.....	24.10	25.41	31.84
Picnics, smoked,			
4-8 lbs. av.....	18.50	18.88	20.88
Backs, dry salt,			
12-14 lbs. av.....	12.15	12.73	17.05
Lard:			
Refined, h. w. tubs.....	12.48	12.81	16.97
Substitutes .....	12.80	12.89	13.16
Refined, 1 lb. cartons.....	12.92	13.19	17.47

Watch the "Classified" page for good men.

## HOW SHORT FORM HOG CUTTING TEST RESULTS ARE FIGURED

(Hog prices and product values based on THE NATIONAL PROVISIONER MARKET SERVICE, cutting percentages taken from actual tests in Chicago plants.)

	Per cent live wt.	Price per lb.	Value per cwt. alive	Per cent live wt.	Price per lb.	Value per cwt. alive	Per cent live wt.	Price per lb.	Value per cwt. alive
180-220 lbs.				220-260 lbs.			260-300 lbs.		
Regular hams.....	14.00	17.3	\$ 2.42	13.70	17.9	\$ 2.45	13.30	18.5	\$ 2.46
Picnics .....	5.60	12.9	.72	5.30	12.6	.67	5.00	11.9	.60
Boston butts .....	4.00	16.9	.68	4.00	16.9	.68	4.00	16.9	.68
Loins (blade in).....	9.80	16.8	1.65	9.50	16.5	1.57	9.00	15.9	1.43
Bellies, S. P.....	11.00	17.3	1.90	8.70	17.3	1.51	3.50	17.2	.60
Bellies, D. S.....	.....	.....	.....	3.00	14.4	.43	9.00	14.0	1.26
Fat backs .....	2.00	8.5	.17	4.00	9.1	.36	5.00	10.0	.50
Plates and jowls.....	2.50	9.3	.23	2.50	9.3	.23	3.00	9.3	.28
Raw leaf .....	2.00	10.3	.21	2.10	10.3	.21	2.00	10.3	.21
P. S. lard, rend, wt.....	10.60	11.0	1.17	10.40	11.0	1.14	10.50	11.0	1.16
Spareribs .....	1.50	11.6	.17	1.50	11.6	.17	1.50	11.6	.17
Trimmings .....	3.00	10.8	.32	2.80	10.8	.30	2.70	10.8	.29
Feet, tails, neckbones.....	2.00	.....	.08	2.00	.....	.08	2.00	.....	.08
Offal and misc.....	.....	.....	.41	.....	.....	.41	.....	.....	.41
TOTAL YIELD AND VALUE.....	68.00		\$10.13	69.50		\$10.21	70.50		\$10.13
Cost of hogs per cwt.....		\$ 9.70			\$ 9.90			\$ 9.87	
Condemnation loss.....		.05			.05			.05	
Handling & overhead.....		.51			.45			.43	
TOTAL COST PER CWT ALIVE..		\$10.26			\$10.40			\$10.35	
TOTAL VALUE .....		10.13			10.21			10.13	
Loss per cwt.....		.13			.19			.22	
Loss per hog.....		.26			.46			.67	

# PORK SAUSAGE

*"finer tasting in natural casings"*

*Sheep Casings  
Hog Casings*

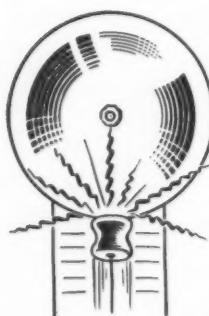
**AMPLE STOCKS  
READY FOR  
IMMEDIATE  
SHIPMENT**

EVERY year pork sausage in links continues to pile up greater and greater sales volume over bulk product. This is an overwhelming indication of the finer product that NATURAL CASINGS help to produce, in pork sausage as well as all other sausage types.

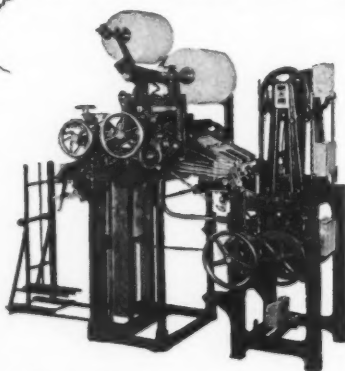
AND for the finest of pork sausage, use SALZMAN Casings. High in quality, uniformly graded and selected. Choose SALZMAN for your source of casing supply—for dependability, economy and satisfaction!

## SALZMAN CASINGS CORPORATION

4021 S. NORMAL AVE., CHICAGO, ILLINOIS



**PETERS RINGS**  
**THE BELL** *with*  
*Lower Packaging Costs*



When it comes to lower costs, speedier production of packages, and finer looking cartons, PETERS Packaging Equipment *delivers the goods!* Units for forming and lining cartons, also for folding and closing after filling. Junior and Senior models. Ask PETERS to survey your plant for great savings. Write!

**PETERS**  
**MACHINERY CO.**  
4700 Ravenswood Ave., Chicago

PETERS Senior Forming and Lining Machine with Automatic Feed. Handles 55-60 cartons per minute, with no operator required. Other Peters Machines are equally efficient, giving corresponding savings.



The name "STANGE" or the trademark "Peacock Brand" is your guarantee of perfect satisfaction in meat packer and sausage manufacturers' specialties. Made according to tried and tested formulas, these products offer advantages that no other product can equal. To give your *sausage and specialties* a guarantee of quality, use these *products* with a guarantee of quality.

Dry Essence of Natural  
Spices — Individual  
or blended  
Peacock Brand Cer-  
tified Casing Colors

Premier Curing Salt  
Bayseason  
Sani Close  
Meat Branding Inks—  
Violet and Brown

**WM. J. STANGE COMPANY**  
2536-40 W. Monroe St., Chicago  
Western Branch, 923 E. 3rd St., Los Angeles

# PORK PRODUCTS EXPORTS

To	Week ended Oct. 17, 1936.	Week ended Oct. 19, 1935.	Nov. 1, 1935 to Oct. 17, 1936.
United Kingdom	209		
Continent	877		
sth. and Ctl. America	160		
West Indies	1,246		
Total			

## PORK.

To	bbis.	bbis.	bbis.
United Kingdom	209		
Continent	877		
sth. and Ctl. America	160		
West Indies	1,246		
Total			

## BACON AND HAM.

To	M lbs.	M lbs.	M lbs.
United Kingdom	71	675	75,515
Continent	165		
sth. and Ctl. America	103		
West Indies	8		
Other Countries	3		
Total	76	675	75,881

## LARD.

To	M lbs.	M lbs.	M lbs.
United Kingdom	251	496	82,869
Continent	76		7,800
sth. and Ctl. America	116		1,117
West Indies	3		2,883
Other Countries	443		3
Total	443	496	94,672

## TOTAL EXPORTS BY PORTS.

From	Pork, bbls.	Bacon and Hams, M lbs.	Lard, M lbs.
New York	74	104	
New Orleans		114	
Montreal		223	
Halifax	2	2	
Total week	76	443	
Previous week	591	1,398	
2 weeks ago	745	1,855	
Cor. week 1935	675	496	

## SUMMARY NOVEMBER 1, 1935 TO OCT. 17, 1936.

	1935 to 1936.	1934 to 1935.	Increase.	Decrease.
Pork, M lbs.	249	368		
Bacon and Hams, M lbs.	75,881	103,269		27
Lard, M lbs.	94,671	95,785		1

## MEAT IMPORTS AT NEW YORK

For week ended October 16, 1936:

Point of origin.	Commodity.	Amount Lbs.
Argentina	Canned corned beef	329,184
	Canned roast beef	25,200
	D. S. pork bellies	45,490
	S. F. hams	29,467
	Smoked sausage	11,023
Canada	Fresh pork cuts	19,415
	Smoked bacon	5,270
	Smoked sausage	1,902
	S. F. hams	3,000
	Smoked pork shoulders	8,993
	Fresh beef cuts	6,905
Denmark	Cooked ham (tins)	111,156
	Luncheon meat (tins)	3,448
England	Cooked sausage (tins)	360
France	Liverpaste	551
	Smoked sausage	496
Holland	Smoked ham	1,462
Hungary	Cooked hams (tins)	46,290
Italy	Smoked sausage	6,942
Lithuania	Fresh pork bellies	26,480
	Fresh picnics	5,200
Poland	Cooked hams (tins)	91,063
	Smoked sausage	1,076
	Smoked bacon	4,550

## AUGUST MEAT EXPORTS

Meat exports during August, 1936:

	Quantity, lbs.	Value.
Pork, fresh or frozen:		
Carcasses	776	\$ 169
Loins and other cuts	168,848	27,153
Hams and shoulders, cured	3,642,312	797,412
Bacon	516,379	88,011
Cumberland and Wiltshires		
Other cured pork	1,333,905	146,317
Sausage, not canned	111,953	24,480
Beef and veal:		
Fresh or frozen	307,481	49,535
Pickled or cured	1,368,621	101,620
Mutton and lambs	84,259	7,087
Sausage ingredients, cured	139,015	11,717
Fresh, frozen or cured:		
Kidneys	622,338	79,074
Livers	189,005	24,569
Tongues	276,278	41,842
Poultry and game, fresh	59,598	21,241
Total	8,800,763	\$1,420,183

# CHICAGO PROVISION MARKETS

Reported by The National Provisioner Daily Market Service

## FUTURE PRICES

SATURDAY, OCTOBER 17, 1936.

	Open.	High.	Low.	Close.
LARD—				
Oct. ...	11.52½			11.52½
Dec. ...	11.65	11.65	11.62½	11.62½
Jan. ...				11.72½ax
Mar. ...	11.92½	11.92½	11.80	11.92½ax
May ...	12.12½	12.15	12.12½	12.15ax
July ...	12.32½	12.35	12.32½	12.35ax

## CLEAR BELLIES—

Dec. ...			14.37½n
Jan. ...			14.52½n

MONDAY, OCTOBER 19, 1936.

LARD—				
Oct. ...	11.45			11.45ax
Dec. ...	11.62½	11.62½	11.50	11.50b
Jan. ...	11.65	11.65	11.60	11.62½ax
Mar. ...	11.92½	11.92½	11.80	11.92½ax
May ...	12.12½	12.12½	12.00	12.00b
July ...	12.25	12.25	12.20	12.20

## CLEAR BELLIES—

Dec. ...	14.35	14.40	14.35	14.40
Jan. ...	14.50	14.50	14.47½	14.47½ax

TUESDAY, OCTOBER 20, 1936.

LARD—				
Oct. ...	11.40	11.40	11.37½	11.37½ax
Dec. ...	11.42½	11.47½	11.40	11.45
Jan. ...	11.57½	11.57½	11.52½	11.52½b
Mar. ...	11.75	11.75	11.72½	11.72½ax
May ...	11.95	11.95	11.90	11.92½
July ...	12.07½	12.10	12.07½	12.10b

## CLEAR BELLIES—

Dec. ...	14.50		14.50
Jan. ...	14.50	14.60	14.60b

WEDNESDAY, OCTOBER 21, 1936.

LARD—				
Oct. ...	11.30	11.32½	11.30	11.32½b
Dec. ...	11.40-37½	11.40	11.37½	11.40
Jan. ...	11.50	11.50	11.47½	11.50b
Mar. ...				11.70b
May ...	11.90-87½	11.92½	11.87½	11.92½
July ...	12.10	12.10	12.07½	12.07½b

## CLEAR BELLIES—

Dec. ...			14.50n
Jan. ...	14.62½		14.62½

THURSDAY, OCTOBER 22, 1936.

LARD—				
Oct. ...	11.37½	11.40	11.37½	11.40b
Dec. ...	11.47½	11.55	11.45	11.55
Jan. ...	11.52½	11.65	11.52½	11.65b
Mar. ...	11.72½	11.82½	11.72½	11.82½b
May ...	11.92½	12.05	11.90	12.05
July ...	12.07½	12.17½	12.07½	12.17½

## CLEAR BELLIES—

Dec. ...			14.50n
Jan. ...			14.62½n

FRIDAY, OCTOBER 23, 1936.

LARD—				
Oct. ...	11.45	11.45	11.42½	11.45b
Dec. ...	11.47½	11.50	11.47½	11.47½b
Jan. ...	11.60	11.60	11.57½	11.60ax
Mar. ...	11.77½			11.77½ax
May ...	11.92½	11.95	11.92½	11.95b
July ...	12.15			12.15ax

## CLEAR BELLIES—

Dec. ...	14.50		14.50ax
Jan. ...			14.60ax

Key: ax, asked; b, bid; n, nominal; —, split.

## CANNED MEAT EXPORTS

Canned meat exports in August, 1936:

	Quantity, lbs.	Value.
Exports		
Canned beef	113,843	\$ 37,205
Canned pork	442,976	158,687
Canned sausage	112,382	31,335
Other canned meats	251,545	37,026
Total	920,746	\$264,253
To insular possessions	782,941	

## CASH PRICES

Based on actual carlot trading Thursday, October 22, 1936.

## REGULAR HAMS.

	Green.	*S.P.
8-10	17	19½
10-12	17	19½
12-14	17 @17½	19½
14-16	17	19½
16-18	17 @17½	19½

## BOILING HAMS.

	Green.	*S.P.
16-18	18½ @18½	19½
18-20	18½ @18½	19
20-22	18½ @18½	19
22-24	18½ @18½	

## SKINNED HAMS.

	Green.	*S.P.
10-12	19	20
12-14	19	20½
14-16	19½	21
16-18	19	20
18-20	17½	18
20-22	16½	17
22-24	15½	16½
24-26	15½	15½
26-30	15½	15
30- and up	15	14½

## PICNICS.

	Green.	*S.P.
4-6	13	13½
6-8	12½	13½
8-10	12½	12½
10-12	12	12
12-14	12	12

Short Shank ½c over.

## BELLIES.

(Square cut seedless)  
(S. P. ¼c under D.C.)

	Green.	*D.C.
6-8	17½	17½
8-10	17½	17½
10-12	17½	17½
12-14	17½	17½
14-16	17½	17½
16-18	17½	17½

\*Quotations represent No. 1 new cure.

## D. S. BELLIES.

	Clear.	Rib.
14-16	15½	
16-18	15½	
18-20	15½	
20-25	15	15
25-30	14½	14½
30-35	14½	14½
35-40	14½	14½
40-50	14½	13
50-60	14	12½

## D. S. FAT BACKS.

		9½
6-8		10
8-10		10½
10-12		10½
12-14		10½
14-16		11½
16-18		12½
18-20		13½
20-25		13½

## OTHER D. S. MEATS.

Extra Short Clears	35-45	14½n
Extra Short Ribs	35-45	14½n
Regular Plates	6-8	11
Clear Plates	4-6	10½
Jowl Butts		10½
Green Square Jowls		13
Green Rough Jowls		11

## LARD.

Prime Steam, cash	11.47½b
Prime Steam, loose	11.10b
Refined, boxed, N. Y.—Export	unquoted
Neutral, in tierces	12.25n
Raw Leaf	10.50n

## CHICAGO PROV. SHIPMENTS

Provision shipments from Chicago for the week ended October 17, 1936:

	Week Oct. 17.	Previous week.	Same week '35.
Cured meats, lbs.	16,066,000	17,273,000	16,742,000
Fresh meats, lbs.	47,514,000	51,075,000	49,162,000
Lard, lbs.	2,235,000	2,388,000	1,815,000

Week ending October 24, 1936





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### CASING EXPORTS AND IMPORTS

Foreign trade in casings during  
August, 1936:

#### EXPORTS.

	Hog. lbs.	Beef. lbs.	Other. lbs.
Austria .....	42,856	59,310	160
Belgium .....	4,593	60,686	.....
Denmark .....	52,024	360	.....
France .....	82,731	419,127	55
Germany .....	346,180	.....	.....
Italy .....	34,236	110,121	2,480
Netherlands .....	30,241	88	.....
Norway .....	144,982	1,052	.....
Poland and Danzig .....	135,475	29,685	13,649
Sweden .....	359,331	39,885	29,127
Switzerland .....	7,910	7,102	.....
United Kingdom .....	163	52,296	.....
Canada .....	10,000	7,888	.....
Panama .....	.....	2,052	.....
Newf. and Labrador .....	.....	3,993	6,060
Cuba .....	.....	.....	1,071
Australia .....	29,086	.....	.....
New Zealand .....	3,505	.....	.....
Union of So. Africa .....	971	4,484	.....
Others .....	.....	.....	.....
Total .....	720,952	1,811,332	61,647
Value .....	\$361,145	\$110,938	\$32,440

#### IMPORTS.

	Sheep, lamb, and goat, lbs.	Others. lbs.
Germany .....	14,366	18,068
Netherlands .....	.....	9,869
Sweden .....	7,678	.....
United Kingdom .....	11,868	272,821
Canada .....	11,464	226,946
Argentina .....	43,113	98,972
Uruguay .....	.....	.....
British India .....	.....	.....
China .....	18,881	58,741
Iraq .....	27,285	4,330
Japan .....	.....	.....
Iran .....	3,457	.....
Australia .....	63,530	2,480
New Zealand .....	31,768	.....
Algeria .....	6,715	.....
Morocco .....	17,131	.....
Others .....	2,703	860
Total .....	259,959	693,206
Value .....	\$260,660	\$123,763

### FERTILIZER MATERIALS

BASIS NEW YORK DELIVERY.

#### Ammoniates.

Ammonium sulphate, bulk, per ton, basis ex vessel Atlantic ports; Oct.-Nov. 1936 .....	@25.50
Ammonium sulphate, double bags, per 100 lbs. f.a.s. New York .....	nominal
Blood, dried, 16%, per unit .....	@ 3.75
Fish scrap, dried, 11% ammonia, 10% B. P. L., f.o.b. fish factory .....	3.25 & 10c
Fish meal, foreign, 11% ammonia, 10% B. P. L., c. l. f. .....	@40.00
Fish scrap, acidulated, 6% ammonia, 3% A.P.A., f.o.b. fish factories .....	2.25 & 50c
Soda nitrate, per net ton; bulk, Oct. 1936 to June 1937, inclusive .....	@25.50
in 100-lb. bags .....	@28.80
Tankage, ground, 10% ammonia, 15% B. P. L. bulk .....	@27.50
Tankage, unground, 10-12% ammonia, 15% B. P. L. bulk .....	3.50 & 10c 3.35 & 10c

#### Phosphates.

Foreign bone meal, steamed, 3 and 50 bags, per ton, c. l. f. .....	@24.25
Bone meal, raw, 4 1/2 and 50 bags, per ton, c. l. f. .....	@30.00
Superphosphate, bulk, f.o.b. Balti- more, per ton, 16% fat .....	@ 8.00

#### Dry Rendered Tankage.

50% unground .....	@75c
60% ground .....	@80c

### ARGENTINE BEEF EXPORTS

Cable reports of Argentine exports of  
beef this week up to October 23, 1936,  
show exports from that country were  
as follows: To the United Kingdom,  
134,483 quarters; to the Continent, 3,104.  
Last week to the United Kingdom 102-  
228 quarters; to the Continent, 12,000.

### EASTERN FERTILIZER MARKETS

(Special Report to The National Provisioner.)

New York, October 21, 1936.

Dried blood is held at \$3.75 per unit,  
f.o.b. New York, with practically no  
buying interest and stocks are begin-  
ning to accumulate. South American is  
offered at from \$3.40@3.50 per unit,  
c.i.f. Atlantic coast ports for November-  
December shipment from South Amer-  
ica.

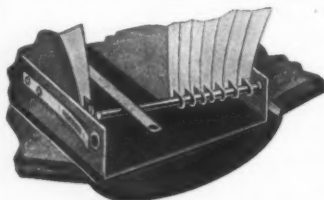
Demand for tankage has been light  
and very little trading has been done.  
Prices remain unchanged but there are  
no stocks on hand for sale around New  
York.

Dry rendered tankage is lower in  
price.

### ANIMAL FATS EXPORTS

Exports of animal fats and oils,  
August, 1936:

	Quantity, lbs.	Value.
Oleo oil .....	628,507	\$ 55,421
Oleo stock .....	444,130	33,940
Oleo stearine .....	50,279	4,360
Other greases .....	609,893	37,512
Tallow, inedible .....	113,219	8,609
Oleomargarine .....	13,382	1,706
Neutral lard .....	74,570	9,708
Cooking fats, not lard .....	148,405	18,273
Lard .....	6,044,665	738,153
Tallow, edible .....	60,200	5,338
Grease stearine .....	123,358	8,108
Neatsfoot oil .....	16,199	2,117
Gelatine .....	11,010	4,854
Oleic acid .....	15,715	1,607
Stearic acid .....	34,003	2,846



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# TALLOW AND GREASES ★

## WEEKLY MARKET REVIEW

**TALLOW**—A fair volume of trade and a stronger market featured tallow the past week, extra selling at 6½c f.o.b., followed by sales at 6¼c f.o.b. and the turnover estimated at 750,000 lbs. Buyers were slow to follow the better tone but the absorption this week appears to have cleared the market somewhat and sellers were asking as much as ½c over last sales levels.

Improvement in demand accounted for the better tone and prices moved up and maintained the gains. There was fair business in outside tallow at higher prices, which attracted some attention, and the undertone of the market continued very steady.

At New York special was quoted at 6½c nominal, extra 6¼c f.o.b. and edible at 8½c.

On the New York Produce Exchange tallow futures moved up 25 to 40 points during the week, October selling at 6.60, December 6.70, January 6.80@7.00 and March at 7.45.

At Chicago, the market on tallow appeared closely sold up and offerings were limited. The undertone was firmer than the previous week with edible quoted at 8½c, fancy 7¼@7½c, prime packer 7¼c, special at 7c and No. 1 at 6½c.

There was no London tallow auction this week.

At Liverpool, Argentine beef tallow, October shipment, advanced 6d during the week being quoted at 24s 9d, while Australian good mixed at Liverpool was off 1s from a week ago at 23s 3d.

**STEARINE**—A rather weak situation featured the market at New York with sales at 9¼c followed by sales at 8¼c for oleo, a decline of about 1c on the week. The market appeared unsteady even at the low levels. At Chicago, the market was quiet and easier, with oleo quoted at 9c.

**OLEO OIL**—The market was quiet and barely steady at New York with extra quoted at 9½@11c, prime 9¼@10½c, and lower grades 8¼@9¼c.

At Chicago, the market was barely steady with extra quoted at 10½@10¾c.

(See page 32 for later markets.)

**LARD OIL**—The market was without particular change again this week with trade interest routine. At New York, No. 1 was quoted at 9½c, No. 2 at 9¼c, extra 10¼c, extra No. 1 9¼c, prime 14¼c, winter strained 11c.

**NEATSFOOT OIL**—The situation was unchanged from a week ago and demand was routine. At New York, cold test was quoted at 16c, extra 11c, extra No. 1 at 9¼c, pure 11½c and special 11c.

**GREASES**—A better tone featured

the market for greases at New York following the upturn in tallow. Demand was broader and prices registered gains of fully ¼c per pound or more. Business was reported in yellow and house at New York at 6¼c while outside yellow and house was reported to have traded at 6½c. Pressure of offerings on the market appeared lighter and aided the upturn but in the main some improvement in demand was behind the advance. At New York, choice white was quoted at 8@8¼c, A white 6¼@6½c, B white 6¼@6½c, yellow and house at 6¼@6½c.

At Chicago, there was no pressure of grease offerings, the market was steady and closely sold up with choice white all hog quoted at 7½c, A white 7c, B white 6½c, yellow 6¼@6½c and brown at 6@6¼c.

### BY-PRODUCTS MARKETS

Chicago, October 22, 1936.

#### Blood.

Sales of blood at \$3.75 per unit ammonia, with some further buying interest at that price.

	Unit.
	Ammonia.
Unground .....	\$ @3.75

#### Digester Feed Tankage Materials.

Market stronger, with fair volume of trading.

Unground, 10 to 12% ammonia .....	\$3.75@3.85 & 10c
Unground, 8 to 10% .....	3.85@3.90 & 10c
Liquid stick .....	2.25

#### Packinghouse Feeds.

Demand fair. Prices unchanged.

	Carlots.	Per ton.
Digester tankage meat meal, 60% .....	\$ @55.00	
Meat and bone scraps, 50% .....	@50.00	
Steam bone meal, 65%, special feeding, per ton .....	@27.50	
Raw bone meal for feeding .....	@35.00	

#### Dry Rendered Tankage.

Some improvement in demand and prices firmer. South American high test last sales at 80c and low test 85@87½ & c.i.f.

Hard pressed and exp. unground per unit protein .....	.75@ .80
Soft, prod. pork, ac. grease & quality, ton .....	@55.00
Soft prod. beef, ac. grease & quality, ton .....	@40.00

#### Fertilizer Materials.

Ground fertilizer tankage, packer production, offered at quoted prices for January-March shipment.

High grd. tankage, ground, 10@12% am. ....	\$ @ 3.50 & 10c
Bone tankage, ungrd., low gr., per ton .....	@18.00
Hoof meal .....	@ 2.75

#### Gelatine and Glue Stocks.

Jaws, skulls and knuckles continue in good demand.

Calf trimmings .....	\$ @28.00
Pickled sheep trimmings .....	@20.00
Sinews, pizzles .....	20.00@22.00
Cattle jaws, skulls and knuckles .....	26.00@28.50
Hide trimmings .....	@16.00
Pig skin scraps and trim, per lb., l.e.l. 4% @ 5c	

#### Animal Hair.

Bids open for winter production of hog hair, either coil dried or processed. Summer take-off moving at about \$40.00 per ten.

Coil and field dried hog hair .....	2 @4c
Processed, black winter, per lb. ....	6 @8c
Cattle switches, each* .....	1½@1¼c

\*According to count.

#### Horns, Bones and Hoofs.

Cattle hoofs \$30.00 per ton, Chicago basis.

	Per ton.
Horns, according to grade .....	\$45.00@75.00
Cattle hoofs .....	28.00@30.00
Junk bones .....	17.50@18.00

(Note—foregoing prices are for mixed carloads of unassorted materials indicated above.)

#### Bone Meals (Fertilizer Grades).

Prices quoted Chicago and river points in used bags.

	Per ton.
Steam, ground, 3 & 50 .....	\$18.00@19.00
Steam, ground, 2 & 27 .....	@17.50

### TALLOW FUTURE TRADING

Tallow transactions at New York:

SATURDAY, OCTOBER 17, 1936.

	High.	Low.	Close.
Oct. ....			6.60@6.80
Nov. ....			*6.65
Dec. ....	6.95	6.95	6.95@7.05
Mar. ....	7.05	7.05	7.10@7.25

MONDAY, OCTOBER 19, 1936.

Oct. ....			6.51@6.85
Nov. ....			*6.65
Dec. ....			6.86@7.05
Jan. ....	7.00	7.00	7.05@7.15
Mar. ....	7.34	7.34	7.34

TUESDAY, OCTOBER 20, 1936.

Nov. ....			*6.75
Dec. ....			6.96@7.10
Feb. ....			*7.20
Mar. ....	7.35	7.35	7.35@7.44
Jan. ....			7.07@7.25

WEDNESDAY, OCTOBER 21, 1936.

Oct. ....			6.85@6.95
Nov. ....			*6.85
Dec. ....			7.05@7.10
Mar. ....	7.45	7.45	7.35@7.43

THURSDAY, OCTOBER 22, 1936.

Oct. ....			6.70@7.05
Nov. ....			6.85
Dec. ....			6.85@7.10
Jan. ....			7.15@7.30
Feb. ....			7.20
Mar. ....			7.20@7.39

FRIDAY, OCTOBER 23, 1936.

Oct. ....			7.00b
Nov. ....			7.10
Dec. ....			7.11@7.25
Jan. ....			7.20@7.35
Feb. ....			7.25
Mar. ....			7.45

Sales 10 lots.

\*Nominal.

## COTTONSEED AND OIL USES

Developments which have widened the field of usefulness for cottonseed and its oil were reported and the need for further research emphasized by A. L. Ward, educational director, National Cottonseed Products Association, in a talk before the Southern Chemurgic Conference at La Fayette, La.

Cottonseed oil, said Mr. Ward, is by far the most valuable single product of the cottonseed, yielding the farmer about 53 cents of every dollar received for his seed. Its early use as a cooking fat led to intensive research in the refining, deodorizing and hydrogenation of oils.

He pointed out, however, that America does not yet have a full knowledge of the processes and uses of her cooking, baking and frying fats. Very little is known of the effect of shortening upon the leavening process; the correlation of flour quality and shortening effects; and many other problems, such as the importance of fats in the daily diet of a people.

Telling of the fats survey made in this country during the World War, Mr. Ward stated that compulsory measures were adopted to prevent waste in the use of fats. Cottonseed crushers and refiners were required to extract the greatest possible amount of edible oil. The use of shortening in bread was limited to two pounds of shortening per barrel of flour. There has been added evidence since the war of the importance of fats and oils but there is still much basic research to be done regarding the native supply of such fats and oils.

"We need to know far more about the metabolism of the simple fats that combine to make our cottonseed oil," said Mr. Ward. "A fuller knowledge of the simple fats may give important leads that will increase their use as foods. With more knowledge of the metabolism of the fats will come more efficient methods of processing and manufacturing food products.

"In the industrial field there is a need for research into the conversion of cottonseed oil into an unsaturated or quick-drying oil for paint. Our lack of domestic quick-drying oils is well-known. Along with the stimulation of production of tung and other oils, we may find that cottonseed oil offers desirable qualities for this purpose.

"Flour is now being produced on a commercial scale from cottonseed, under the trade name of Coflo. It should be pointed out that this is not merely a sifted cottonseed meal but a flour made from cottonseed, resulting in a distinctly new food product, rich in Vitamin B, analyzing 50 per cent protein, 6 per cent ash, 7.5 per cent fat, 2.1 per cent crude fiber and free from starch.

"The vitamin B content of this flour is, approximately, 50 per cent of the vitamin B content of good yeast. It also contains a relatively large amount of vitamin G. . . . It is clear that research to determine the pellagra-preventive power of cottonseed flour may

be of great therapeutic value to the human race."

Mr. Ward also listed the use of cottonseed oil in storing farm-cured meats as a recent development. So used it prevents shrinkage, mold and infestation by skippers.

## OLEO PRODUCTS EXPORTS

Exports of oleo oil, oleo stock and oleo stearine, August, 1936:

	Oleo oil. lbs.	Oleo stock. lbs.	Oleo stearine. lbs.
Belgium .....	58,493	11,650	.....
Denmark .....	47,135	153,904	.....
Irish Fr. State .....	48,359	.....	11,177
Italy .....	22,178	.....	.....
Netherlands .....	114,058	39,506	.....
Sweden .....	.....	115,197	.....
United Kingdom .....	314,974	87,683	29,248
Mexico .....	17,157	.....	.....
Cuba .....	.....	.....	9,854
Peru .....	1,194	.....	.....
Br. Malaya .....	2,121	.....	.....
Others .....	838	.....	.....
Total .....	626,507	444,130	50,279
Value .....	\$55,421	\$33,940	\$ 4,890

## MAKING LARD COMPOUND

What products enter into the manufacture of compound? What proportion of each is used? "PORK PACKING," a test book for the meat packer, published by The National Provisioner, gives this information.

## Refining Edible Oils

Up-to-date practices in refining edible oils and their manufacture into shortening and salad dressings have resulted in product of superior keeping quality, fine flavor, good color and desirable consistency.

This is due to improvement in neutralizing oils, resulting in more complete deodorization and better decolorizing and clarifying. Improved manufacturing equipment has been introduced and great strides have been made in packaging the product for maximum consumer acceptance.

These up-to-date methods, as well as some of the older practices still in use, are described in a series of articles which have appeared in THE NATIONAL PROVISIONER. Copies of these reprints are available at 50c. To secure them, send the following coupon with remittance:

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## COTTON OIL TRADING

COTTONSEED OIL.—Valley and Southeast 8.50 paid and bid for crude; Texas 8.37½ bid, 8.50 asked at common points, Dallas 8.50 nominal.

Market transactions at New York:

Friday, October 16, 1936.

	Sales	Range High Low	Closing Bid Asked
Spot.. ..	.....	.....	..... a .....
Oct. . . . .	2	.....	995 a 1005
Nov. . . . .	.....	.....	995 a nom
Dec. . . . .	2	.....	1005 a 1008
Jan. . . . .	7	1013 1012	1012 a trad
Feb. . . . .	.....	.....	1018 a nom
Mar. . . . .	20	1025 1020	1024 a 25tr
Apr. . . . .	.....	.....	1025 a nom
May . . . . .	32	1027 1023	1026 a trad

Saturday, October 17, 1936.

Spot.. ..	.....	.....	..... a .....
Oct. . . . .	.....	.....	995 a 1005
Nov. . . . .	.....	.....	995 a nom
Dec. . . . .	.....	.....	1005 a 1010
Jan. . . . .	.....	.....	1012 a 1015
Feb. . . . .	.....	.....	1018 a nom
Mar. . . . .	4	1023 1020	1021 a 1024
Apr. . . . .	.....	.....	1020 a nom
May . . . . .	9	1027 1025	1026 a 1028

Monday, October 19, 1936.

Spot.. ..	.....	.....	..... a .....
Oct. . . . .	2	1002 989	988 a 995
Nov. . . . .	.....	.....	990 a nom
Dec. . . . .	5	996 996	996 a trad
Jan. . . . .	3	1014 1003	1002 a 1004
Feb. . . . .	.....	.....	1012 a nom
Mar. . . . .	24	1022 1014	1011 a 1013
Apr. . . . .	.....	.....	1015 a nom
May . . . . .	17	1025 1015	1015 a trad

Tuesday, October 20, 1936.

Spot.. ..	.....	.....	..... a .....
Oct. . . . .	.....	.....	985 a 995
Nov. . . . .	.....	.....	990 a nom
Dec. . . . .	13	993 989	992 a 993tr
Jan. . . . .	6	999 995	999 a 1000
Feb. . . . .	.....	.....	1010 a nom
Mar. . . . .	33	1011 1006	1011 a trad
Apr. . . . .	.....	.....	1015 a nom
May . . . . .	19	1014 1010	1014 a 1016

Wednesday, October 21, 1936.

Spot.. ..	.....	.....	..... a .....
Oct. . . . .	1	992 992	985 a 990
Nov. . . . .	.....	.....	990 a nom
Dec. . . . .	3	995 991	991 a 993
Jan. . . . .	12	1000 995	997 a trad
Feb. . . . .	.....	.....	1000 a nom
Mar. . . . .	9	1013 1007	1008 a 1011
Apr. . . . .	.....	.....	1015 a nom
May . . . . .	21	1017 1012	1013 a trad

Thursday, October 22, 1936.

Oct. . . . .	1005	995	1002 a nom
Dec. . . . .	1000	995	1000 a nom
Jan. . . . .	1002	1000	1002 a trad
Mar. . . . .	1012	1006	1013 a nom
May . . . . .	1018	1011	1017 a nom

(See page 32 for later markets.)

## EQUIPMENT BARGAINS

Watch the Classified Advertisements page for bargains in equipment.

The National Provisioner



# VEGETABLE OILS ★

## WEEKLY MARKET REVIEW

**I**N A moderate trade cotton oil values fluctuated during the past week over a narrow range, registering small losses. Price changes were not vital, however, but the market did sell into new low ground and the May position established a new season's low. There was scattered commission house liquidation and some hedge selling in the late months, but the open interest in the main was inclined to sit tight pending developments.

News of the week was mostly against oil price. Weather in the south was favorable for ginning and new crop movement. Crude oil established a new low for the season. The lard market continued under pressure of comparatively heavy hog marketings and displayed relative weakness. Cotton and grain markets were barely steady and the corn-hog ratio was less satisfactory.

Cash oil demand on the whole was moderate and when compared with the large distribution in October last year, was poor. In face of this the market showed considerable stubbornness to selling and encountered scale down speculative absorption which was not altogether easily explained. At one time there was buying in cotton oil on strength in the coconut oil market, latter creating the impression that possibly the use of cotton oil in compound would be increased.

### Await Seed Crop Peak

Peak of the new crop movement of seed and crude is not over as yet, but on account of favorable weather conditions in the South is rapidly approaching. Until the peak is passed some of those bullishly inclined show a disposition to await pending developments. This partly accounted for the market being more or less in a rut during the week when values were unresponsive to news either way.

Quite a little crude oil came out in the Southeast and Valley at 8½¢, followed by liberal sales at 8½¢, subsequently bid. In Texas, there were sales at 8½¢ and at 8½¢, with 8½¢ later bid. At the inside prices crude established new season's lows, but it was apparent that the trade was willing to take the oil and one thing that continued very noticeable was that the larger refiners were still accumulating seed and crude, without putting many if any hedges in the oil ring. Smaller factors were buying seed and crude and selling late futures months at a differential, which every one in the trade said was profitable.

During the week, there was a little betterment in cash demand. It was reported that buyers in some cases needing to replenish their stocks came in for some shortening and some oil, for

immediate or quick delivery, indicating that poor distribution during August and September might have been at the expense of consumers' stocks. However, it appears doubtful that October oil distribution this year will come anywhere near being as large as the 398,000 bbls. in October last year. Some cash handlers believe that it will be difficult for the distribution to exceed September when around 250,000 bbls. were consumed unless the last 10 days of the month shows a decided improvement.

### Oil Market Outlook

There is a tendency in some quarters to stress the lard situation and the prospects of keen competition between lard and shortening because of the limited export lard outlook. While this is regarded as a factor by even the bulls in oil, the light weight of hogs arriving, the fact that cash lard demand has been such as to bring about some decrease in Chicago lard stocks during the first half of October, and last but not least that hog marketings are unquestionably at the expense of the total number of hogs in the country are pointed to as favorable factors.

Some are of the impression that when the heavy movement of hogs subsides that lard stocks will dwindle rapidly and point to the closeness of seasonal oil supplies with prospective demands. On the other hand, one of the best posted cotton crop reporters was rumored this week to have raised his cotton crop estimate from 11,900,000 to 12,100,000 bales.

**COCOANUT OIL.** — A very tight nearby situation featured this market at New York with sales reported at 7½¢ and sellers asking as high as 7½¢. January forward oil was quoted at 6½¢@6¼¢, for shipment. Strength in the nearby situation was reported due to the fact

that some shorts existed and were having difficulty in covering owing to smallness of available supplies. Current prices with the 3c duty made this oil relatively high, so much so that large consumers were reported showing no interest in either nearby or forward shipment.

**CORN OIL.**—While more or less nominal conditions still prevailed, the market at New York was quoted around 9½¢ with sellers withdrawn.

**SOYA BEAN OIL.**—Demand was moderate but buyers and sellers were apart. There was consumer interest at 7½¢@7½¢ but sellers were holding for 8c. Unfavorable weather in the U. S. for new crop movement was somewhat of a factor.

**PALM OIL.**—Demand was routine and the market steady with spot Nigre quoted New York at 4½¢@4½¢, shipment 4½¢@4½¢, 12½¢ soft 4½¢ and Sumatra oil, new crop, at 4½¢ nominal.

**PALM KERNEL OIL.**—Interest remained routine at New York with shipment oil offered at 5½¢.

**OLIVE OIL FOOTS.**—A fair demand and steady market prevailed at New York with tanks quoted at 9c and barrels at 9¼¢.

**PEANUT OIL.**—Trade was not large at New York but the market appeared steady with crude quoted at 8½¢ and white edible around 12½¢.

### VEGETABLE OIL EXPORTS

Exports of vegetable oils and oil bearing seeds, August, 1936:

	EXPORTS.	
	Quantity, lbs.	Value.
Cottonseed oil, refined.....	125,373	\$14,645
Cottonseed oil, crude.....	8,916	1,029
Corn oil.....	33,150	3,024
Cocoonut oil, inedible.....	1,071,840	48,637
Vegetable soap stock.....	1,044,650	47,184
Soybean oil.....	207,878	14,059
Other expressed oils and fats, inedible.....	180,267	12,077

### SOUTHERN MARKETS

#### New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., Oct. 22, 1936.—

Cotton oil futures were up and down few points daily, while crude is unchanged at 8½¢ lb. Bleachable is below parity of futures, hence is tightly held. Undertone is firm as mills are expecting reduced seed receipts and at full prices.

#### Dallas.

(Special Wire to The National Provisioner.)

Dallas, Texas, October 22, 1936.—Forty-three per cent cottonseed cake and meal, basis, Dallas, for interstate shipment, \$32.50. Prime cottonseed oil was quoted at Dallas at 8½¢.

### CAKE AND MEAL EXPORTS

Cottonseed meal exported from the United States in August, 1936, totaled 452 tons, valued at \$13,911. No cottonseed cake was exported during August.

### HULL OIL MARKETS

(Special Cable to The National Provisioner.)

Hull, England, Oct. 21, 1936.—Refined cottonseed oil, 28s 6d Egyptian crude cottonseed oil, 26s 3d.

# WEEK'S CLOSING MARKETS

## FRIDAY'S CLOSINGS

### Provisions

Hog products were barely steady the latter part of week, owing to continued large hog arrivals and unsteady hogs. Top, Chicago, \$9.65 and there were complaints of moderate cash demand for product.

### Cottonseed Oil

On cotton oil there was moderate trade, market backing and filling but it remained stubborn to selling. Trade was mixed. Crude, steady; Southeast and Valley, 8½c lb.; Texas, 8½c bid.

Quotations on bleachable cottonseed oil at close of market on Friday were: Dec., \$10.00; Jan., \$10.02; Mar., \$10.12; May, \$10.17; Oct. '37, \$10.10. Tone steady; 76 sales.

### Tallow

Tallow, extra 6½c lb., f.o.b.

### Stearine

Stearine, 8½@9c sales.

### Friday's Lard Markets

New York, October 23, 1936.—Prices are for export. Lard, prime western \$11.80@11.90; middle western, \$11.70@11.80; city 11½c; refined Continent, 12@12c; South American, 12½c; Brazil kegs, 12½c; compound, 12c in carlots.

## BRITISH PROVISION MARKETS

(Special Cable to The National Provisioner.)

Liverpool, October 23, 1936—General provision market quiet and unchanged; lard improving; fair demand for hams.

Friday's prices were: Hams, American cut, 90s; hams, long cut, exhausted; Liverpool shoulders, square, none; picnics, none; short backs, unquoted; bellies, English, 78s; Wiltshires, unquoted; Cumberlands, 69s; Canadian Wiltshires, 85s; Canadian Cumberlands, 76s; spot lard, 61s.

## MEAT AND LARD EXPORTS

Exports of bacon and lard through port of New York during week ended October 23, 1936, totaled 67,250 lbs. of lard, and 73,000 lbs. of bacon. There was no tallow exported this week.

## LARD AND GREASE EXPORTS

Exports of lard from New York City, week of Oct. 17, 1936, totaled 103,650 lbs.; greases 234,000 lbs.; stearine, 14,000; tallow, none.

## LESS CATTLE FEEDING

A probable decrease in the number of cattle to be fed for market during the fall and winter months this year, compared with the number fed during the same period last year, is foreseen by the U. S. Bureau of Agricultural Economics. Decreases are reported in Corn Belt and Rocky Mountain states and increases in Pacific Coast states, Utah, Nevada, and New Mexico. With corn production about 40 per cent below average and hog numbers relatively high compared with corn production, reduction in grain-fed livestock this winter will be reflected largely in cattle.

The number of stocker and feeder cattle, inspected at stock yard markets, moving into the Corn Belt from January to September this year was about 6 per cent less than during the same months in 1935. Movement from July to September was 3 per cent more than for the same period last year. Total number shipped into the Corn Belt from July to September was slightly above average. Reports from these states indicate that a much larger than usual proportion of these cattle will be carried over the winter on hay and roughage and pasture next summer.

Number of stocker and feeder cattle moving into Eastern Corn Belt from January to September this year was 6 per cent less than during the same months in 1935 and from July to September was 9 per cent larger than during July to September last year. Shipments of stocker and feeder cattle into Western Corn Belt from January to September was 6 per cent below last year's movement. Movement from July to September this year was about 1 per cent less than from July to September, 1935.

Reports from the Western states indicate reductions in cattle feeding in the Northern Rocky Mountain states, where

feed production has been curtailed by the drought, and considerable increases in New Mexico, Utah, Nevada, Washington, Oregon, and California. The number to be fed in Texas this year is reported as probably smaller than last year.

## SLAUGHTER REPORTS

Special reports to THE NATIONAL PROVISIONER show the number of livestock slaughtered at 16 centers for the week ended October 17, 1936.

	CATTLE.		
	Week ended Oct. 17, 1936.	Prev. week.	Cor. 1935.
Chicago	36,268	37,676	34,337
Kansas City	29,551	33,665	34,619
Omaha	24,385	25,770	22,909
East St. Louis	23,126	25,991	31,637
St. Joseph	8,484	9,139	10,243
Sioux City	11,058	12,249	11,373
Wichita	4,005	3,150	3,786
Fort Worth	5,997	6,544	9,705
Philadelphia	1,633	1,549	2,220
Indianapolis	2,006	2,060	2,059
New York & Jersey City	11,041	9,051	7,222
Oklahoma City	12,071	9,670	13,131
Cincinnati	4,418	5,320	4,414
Denver	5,965	6,081	5,357
St. Paul	18,089	19,753	17,397
Milwaukee	4,391	4,571	4,614
Total	202,408	212,249	216,005

\*Cattle and calves.

HOGS.			
Chicago	84,201	66,007	58,290
Kansas City	31,522	28,612	13,077
Omaha	24,206	22,868	14,024
East St. Louis	41,872	38,724	16,490
St. Joseph	18,871	15,171	8,600
Sioux City	16,228	13,837	9,924
Wichita	6,083	3,638	3,390
Fort Worth	3,286	4,123	4,900
Philadelphia	13,998	14,342	11,441
Indianapolis	11,470	12,939	7,409
New York & Jersey City	49,131	49,139	30,651
Oklahoma City	8,500	6,987	4,519
Cincinnati	14,563	17,724	10,987
Denver	6,500	5,963	2,652
St. Paul	60,197	44,443	19,210
Milwaukee	18,983	11,963	11,159
Total	409,620	356,590	232,561

SHEEP.			
Chicago	41,347	48,590	47,260
Kansas City	28,615	35,541	19,662
Omaha	18,628	23,002	18,965
East St. Louis	7,753	12,849	11,100
St. Joseph	14,385	17,147	10,912
Sioux City	13,475	8,933	12,715
Wichita	1,268	1,323	780
Fort Worth	3,884	2,389	7,449
Philadelphia	2,833	3,127	7,147
Indianapolis	2,385	2,446	3,806
New York & Jersey City	58,787	56,160	67,272
Oklahoma City	513	297	1,611
Cincinnati	3,539	2,908	8,771
Denver	10,241	9,605	6,579
St. Paul	35,383	3,152	35,278
Milwaukee	2,600	2,785	3,427
Total	245,645	230,374	262,843

## LIVESTOCK AND DRESSED MEAT PRICES COMPARED

Prices of steers, lambs and hogs, Chicago, compared with wholesale and retail fresh meat prices, New York, during September, 1936:

	Average prices <sup>1</sup> live animals per 100 lbs.			Average wholesale prices of carcasses <sup>2</sup> per 100 lbs.			Composite retail price in cents <sup>3</sup> per lb.		
	Sept., 1936.	Aug., 1936.	Sept., 1935.	Sept., 1936.	Aug., 1936.	Sept., 1935.	Sept., 1936.	Aug., 1936.	Sept., 1935.
Chicago.									
Steers—									
Choice	\$ 9.55	\$ 9.22	\$12.42	\$15.15	\$14.18	\$18.28	\$32.25	\$31.92	\$35.95
Good	8.84	8.43	10.67	14.06	13.35	16.21	29.14	27.96	31.60
Medium	7.85	7.30	8.65	12.13	11.65	12.81	23.17	22.28	25.32
Lambs—									
Choice	9.58	9.80	9.52	19.20	20.19	18.84	30.69	31.50	28.88
Good	9.17	9.26	9.15	18.00	18.79	17.86	27.14	27.19	25.35
Medium	8.09	8.02	8.47	16.39	16.81	16.88	23.90	23.77	23.05
Hogs—									
Good	10.69	11.28	11.81	22.18	21.94	25.79	28.21	27.65	31.96

<sup>1</sup>Average of daily quotations on choice steers 1100-1300 lbs., good and medium steers 900-1100 lbs.; lambs, all weights; hogs, 200-220 lbs., exclusive of processing tax.

<sup>2</sup>Average of daily quotations on beef carcasses 500-900 lbs.; lamb carcasses, 38 lbs. down; hog products consisting of smoked hams, bacon, picnics, and fresh loins and lard combined in proportion to their respective yields from live weight.

<sup>3</sup>Composite average of semi-monthly retail quotations on various cuts (including lard) combined in proportion to their respective yields from live weight.

# LIVE STOCK MARKETS ★

## WEEKLY REVIEW

### LIVESTOCK PRICES AT LEADING MARKETS

Livestock prices at five leading Western markets, Thursday, October 22, 1936, as reported by the U. S. Bureau of Agricultural Economics:

Hogs (Soft or oily hogs, excluded). CHICAGO. E. ST. LOUIS. OMAHA. KANS. CITY. ST. PAUL.

Lt. wt., 140-160 lbs.,  
Good-choice ..... \$ 7.75@ 9.00 \$ 8.75@ 9.50 \$ 7.50@ 8.75 \$ 8.25@ 9.10 \$ 7.75@ 8.85  
Medium ..... 7.25@ 8.85 8.00@ 9.25 7.00@ 8.25 7.75@ 8.50 7.25@ 8.50

Lt. wt., 168-180 lbs.,  
Good-choice ..... 8.80@ 9.50 9.20@ 9.80 8.25@ 9.25 8.50@ 9.55 8.50@ 9.10  
Medium ..... 8.00@ 9.25 8.50@ 9.65 7.50@ 9.00 8.15@ 9.35 8.00@ 8.75

Lt. wt., 180-200 lbs.,  
Good-choice ..... 9.20@ 9.75 9.65@ 9.95 9.00@ 9.40 9.35@ 9.65 8.90@ 9.25  
Medium ..... 8.65@ 9.00 8.90@ 9.75 8.25@ 9.25 9.10@ 9.45 8.50@ 9.10

Med. wt.,  
200-220 lbs., gd-ch ..... 9.55@ 9.85 9.75@ 10.00 9.25@ 9.50 9.45@ 9.70 9.25@ 9.35  
220-250 lbs., gd-ch ..... 9.65@ 9.85 9.85@ 10.00 9.35@ 9.50 9.50@ 9.70 9.25@ 9.35

Hvy. wt.,  
250-290 lbs., gd-ch ..... 9.60@ 9.85 9.80@ 10.00 9.40@ 9.50 9.50@ 9.70 9.10@ 9.35  
290-350 lbs., gd-ch ..... 9.50@ 9.80 9.50@ 9.85 ..... 9.40@ 9.65 8.75@ 9.15

PACKING SOWS:  
275-350 lbs., good ..... 8.75@ 9.10 8.85@ 9.10 9.00@ 9.10 8.75@ 9.15 8.60@ 8.75  
350-425 lbs., good ..... 8.50@ 8.95 8.65@ 9.00 8.80@ 9.00 8.50@ 9.00 8.00@ 8.35  
425-550 lbs., good ..... 8.10@ 8.80 8.50@ 8.85 8.75@ 9.00 8.25@ 8.75 7.65@ 8.25  
275-550 lbs., medium ..... 7.65@ 8.85 7.85@ 8.85 8.40@ 8.85 7.75@ 8.75 7.65@ 8.65

SLAUGHTER PIGS, 100-140 lbs.:  
Good-choice ..... 6.75@ 8.25 7.25@ 9.00 6.00@ 8.00 7.50@ 8.50 6.00@ 7.85  
Medium ..... 5.75@ 7.75 6.25@ 8.75 5.50@ 7.50 6.50@ 8.25 5.50@ 7.25

#### Slaughter Cattle, Calves and Vealers:

STEERS, 550-900 lbs.,  
Choice ..... 9.75@ 10.50 9.00@ 10.00 9.00@ 10.00 8.50@ 10.00 8.85@ 9.85  
Good ..... 8.90@ 9.75 8.00@ 9.50 8.25@ 9.25 7.75@ 9.25 7.85@ 9.25  
Medium ..... 7.50@ 9.00 6.00@ 8.00 7.00@ 8.25 6.00@ 8.00 6.15@ 8.15  
Common (plain) ..... 5.50@ 7.50 5.25@ 6.25 5.25@ 7.00 4.50@ 6.00 4.65@ 6.35

STEERS, 900-1100 lbs.,  
Prime ..... 10.25@ 10.85 ..... 9.25@ 10.00 9.25@ 10.00 9.15@ 10.00  
Choice ..... 9.75@ 10.25 ..... 8.25@ 9.25 8.00@ 9.25 8.15@ 9.40  
Good ..... 7.50@ 9.00 6.25@ 8.25 7.00@ 8.25 6.00@ 8.00 6.35@ 8.15  
Medium ..... 5.75@ 7.50 5.25@ 6.50 5.25@ 7.00 4.50@ 6.25 4.85@ 6.35  
Common (plain) ..... 5.75@ 7.50 5.25@ 6.50 5.25@ 7.00 4.50@ 6.25 4.85@ 6.35

STEERS, 1100-1300 lbs.,  
Prime ..... 10.25@ 10.85 ..... 9.50@ 10.00 .....  
Choice ..... 9.50@ 10.25 9.25@ 10.00 9.00@ 9.75 9.00@ 9.75  
Good ..... 8.65@ 9.50 8.25@ 9.25 8.00@ 9.25 8.00@ 9.25  
Medium ..... 7.50@ 8.65 6.50@ 8.25 7.00@ 8.25 6.25@ 8.00 6.25@ 8.00

STEERS, 1300-1500 lbs.,  
Prime ..... 9.65@ 10.50 ..... 9.50@ 9.75 .....  
Choice ..... 9.00@ 9.75 8.75@ 9.50 9.00@ 9.50 8.75@ 9.50 8.85@ 9.60  
Good ..... 8.25@ 9.25 8.00@ 9.00 8.25@ 9.00 8.00@ 9.00 7.75@ 8.85

HEIFERS, 550-750 lbs.,  
Choice ..... 9.75@ 10.50 9.00@ 9.75 8.75@ 9.50 8.75@ 9.50 8.50@ 9.50  
Good ..... 8.50@ 9.75 8.00@ 9.00 7.50@ 8.75 7.00@ 8.75 7.15@ 8.65  
Common (plain), medium ..... 4.50@ 8.50 4.25@ 8.00 4.25@ 7.50 4.25@ 7.00 4.25@ 7.25

HEIFERS, 750-900 lbs.,  
Good-choice ..... 7.50@ 10.50 ..... 7.25@ 9.75 6.75@ 9.50 7.25@ 9.75  
Common (plain), medium ..... 4.75@ 8.50 ..... 4.25@ 7.50 4.25@ 7.00 4.35@ 7.25

COWS:  
Choice ..... 6.50@ 7.00 .....  
Good ..... 5.25@ 6.50 5.00@ 5.75 5.25@ 6.00 5.00@ 6.00 4.85@ 5.75  
Common (plain), medium ..... 4.25@ 5.25 4.00@ 5.00 4.00@ 5.25 4.00@ 5.00 3.85@ 4.85  
Low cutter-cutter ..... 3.25@ 4.25 2.75@ 4.00 3.00@ 4.00 2.75@ 4.00 2.85@ 4.00

BULLS (Yearlings excluded):  
Good (beef) ..... 5.75@ 6.25 5.25@ 5.75 5.25@ 5.75 5.00@ 5.35 5.00@ 5.60  
Cutter, com. (plain), med. .... 4.25@ 5.75 4.00@ 5.25 4.00@ 5.50 3.50@ 5.00 3.50@ 5.00

VEALERS:  
Good-choice ..... 9.00@ 10.00 9.25@ 10.50 7.00@ 8.00 7.00@ 9.00 7.75@ 9.50  
Medium ..... 7.00@ 9.00 7.75@ 9.25 5.50@ 7.00 5.00@ 7.00 6.25@ 8.00  
Cull-common (plain) ..... 5.00@ 7.00 3.75@ 7.75 3.50@ 5.50 3.75@ 5.00 4.00@ 6.50

CALVES, 250-500 lbs.,  
Good-choice ..... 5.50@ 8.50 6.00@ 8.00 5.00@ 8.25 5.00@ 7.50 5.75@ 8.00  
Common (plain), medium ..... 4.50@ 5.50 3.75@ 6.00 3.50@ 5.00 3.25@ 5.00 4.00@ 5.75

#### Slaughter Lambs and Sheep:

LAMBS:  
Choice ..... 8.25@ 9.00 8.75@ 9.25 8.00@ 8.50 8.25@ 8.50 8.25@ 8.65  
Good ..... 8.00@ 8.50 8.25@ 8.75 7.50@ 8.00 7.75@ 8.25 7.75@ 8.25  
Medium ..... 6.75@ 8.25 6.75@ 8.25 6.50@ 7.50 6.75@ 7.75 6.50@ 7.75  
Common (plain) ..... 5.75@ 6.75 5.00@ 6.75 5.50@ 6.50 5.50@ 6.75 5.50@ 6.50

EWES:  
Choice ..... 2.75@ 4.10 3.00@ 3.75 2.25@ 3.60 3.00@ 3.75 2.75@ 3.50  
Common (plain), medium ..... 1.50@ 2.75 1.50@ 3.00 1.50@ 2.25 1.75@ 3.00 1.50@ 3.00

### LIVESTOCK PRICES COMPARED

September prices at Chicago, with comparisons:

Sept., 1936. Aug., 1936. Sept., 1935.

#### SLAUGHTER CATTLE AND VEALERS.

Steers—  
550-900 lbs., Choice ... \$ 9.59 \$ 9.11 \$11.34  
Good ..... 8.84 8.38 10.38  
Medium ..... 7.77 7.29 8.38  
Common ..... 6.35 5.97 6.42  
900-1100 lbs., Prime ... 10.12 9.77 .....  
Choice ..... 9.56 9.24 12.04  
Good ..... 8.84 8.43 10.67  
Medium ..... 7.85 7.36 8.65  
Common ..... 6.56 6.14 6.53  
1100-1300 lbs., Prime ... 10.11 9.83 .....  
Choice ..... 9.55 9.22 12.42  
Good ..... 8.77 8.32 10.84  
Medium ..... 7.86 7.35 8.65  
1300-1500 lbs., Prime ... 9.93 9.63 .....  
Choice ..... 9.34 9.02 12.40  
Good ..... 8.60 8.26 10.90

Heifers—  
550-750 lbs., Choice ... 9.47 9.02 11.08  
Good ..... 8.72 8.20 9.85  
Com. and med. .... 6.57 6.10 6.99  
750-900 lbs., Good and ch. .... 8.70 8.14 10.34  
Com. and med. .... 6.40 5.93 7.13

Cows—  
Choice ..... 6.64 6.48 .....  
Good ..... 5.08 5.49 5.88  
Common and medium ..... 4.68 4.54 4.93  
Low cutter and cutter .... 3.66 3.62 3.83

Bulls (yearlings excluded)—  
Good (beef) ..... 5.81 5.66 6.24  
Cutter, com. and med. .... 4.97 4.80 5.09

Vealers—  
Good and choice ..... 9.55 8.18 9.60  
Medium ..... 7.54 6.65 7.93  
Cull and common ..... 5.83 5.41 6.02

Calves, 250-500 lbs.—  
Good and choice ..... 6.76 6.29 8.67  
Common and medium ..... 4.90 4.51 5.42

#### HOGS.

Light light, 140-160 lbs.—  
Good and choice ..... 9.56 10.42 11.22  
Medium ..... 9.04 9.85 10.74

Light weight, 160-180 lbs.—  
Good and choice ..... 10.09 10.87 11.55  
Medium ..... 9.52 10.28 11.06

Light weight, 180-200 lbs.—  
Good and choice ..... 10.42 11.13 11.74  
Medium ..... 9.94 10.64 11.42

Medium weight—  
200-220 lbs., good and ch. .... 10.60 11.28 11.81  
220-250 lbs., good and ch. .... 10.68 11.27 11.80

Heavy weight—  
250-290 lbs., good and ch. .... 10.51 11.06 11.61  
290-350 lbs., good and ch. .... 10.21 10.59 11.26

Packing sows—  
275-350 lbs., good ..... 9.49 9.59 10.35  
350-425 lbs., good ..... 9.06 9.29 10.16  
425-550 lbs., good ..... 8.59 8.90 9.97  
275-550 lbs., medium ..... 8.63 8.87 9.76

Slaughter pigs, 100-140 lbs.—  
Good and choice ..... 8.75 9.65 10.35  
Medium ..... 7.98 8.84 9.56

#### SHEEP AND LAMBS.

Lambs—  
Choice ..... 9.58 9.80 9.34  
Good ..... 9.17 9.26 .....  
Medium ..... 8.09 8.02 .....  
Common ..... 6.53 6.37 7.86

Yearling wethers—  
Good and choice ..... ..... 7.18  
Medium ..... ..... 6.21

Ewes—  
Good and choice ..... 3.37 3.50 3.46  
Common and medium ..... 2.17 2.25 2.63

Week ending October 24, 1936



## PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, October 17, 1936, as reported to The National Provisioner:

### CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour and Co.	5,244	4,743	3,659
Swift & Co.	4,281	6,057	7,672
Morris & Co.	2,762	1,876	1,876
Wilson & Co.	5,443	3,190	6,304
Anglo-Amer. Prov. Co.	819	.....	.....
G. H. Hammond Co.	3,055	.....	.....
Shippers	21,878	9,099	27,483
Others	12,296	27,039	4,558
Brennan Packing Co., 2,029 hogs; Western Packing Co., Inc., 2,349 hogs; Agar Packing Co., 4,707 hogs.			

Total: 55,778 cattle; 8,057 calves; 59,213 hogs; 51,552 sheep.

Not including 2,368 cattle, 351 calves, 25,435 hogs and 17,278 sheep bought direct.

### KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	3,913	824	2,856	3,435
Cudahy Pkg. Co.	3,234	1,402	1,087	5,743
Dold Pkg. Co.	2,338	1,096	2,073	.....
Swift & Co.	3,647	1,776	3,886	8,149
Wilson & Co.	3,979	1,433	1,861	6,537
Indpt. Pkg. Co.	.....	.....	302	.....
Kornblum Pkg. Co.	886	.....	.....	.....
Others	4,286	737	3,924	2,078

Total: 22,283 cattle, 7,268 calves, 14,516 hogs, 28,615 sheep.

Not including 23,424 hogs bought direct.

### OMAHA.

	Cattle and Calves.	Hogs.	Sheep.
Armour and Co.	3,957	6,070	2,106
Cudahy Pkg. Co.	6,725	4,843	3,887
Dold Pkg. Co.	1,535	4,805	2,073
Morris & Co.	3,425	958	.....
Swift & Co.	6,643	4,012	4,004
Others	.....	14,217	.....
Eagle Pkg. Co., 19 cattle; Grt. Omaha Pkg. Co., 108 cattle; Geo. Hoffman Pkg., 30 cattle; Lewis Pkg. Co., 388 cattle; Omaha Pkg. Co., 172 cattle; John Roth & Sons, 50 cattle; So. Omaha Pkg. Co., 99 cattle; Lincoln Pkg. Co., 475 cattle; Wilson & Co., 313 cattle.			

Total: 24,139 cattle and calves; 34,905 hogs; 9,997 sheep.

Directs: 77 cattle, 1,541 hogs, 10,296 sheep.

### EAST ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	2,014	1,799	3,322	3,264
Swift & Co.	4,219	3,789	3,284	2,900
Morris & Co.	1,355	1,409	614	.....
Hunter Pkg. Co.	2,217	1,078	3,432	383
Heil Pkg. Co.	.....	2,127	.....	.....
Krey Pkg. Co.	.....	3,612	.....	.....
Laclede Pkg. Co.	.....	1,197	.....	.....
Shippers	6,308	4,250	17,562	2,196
Others	5,038	208	1,974	1,206

Total: 21,151 cattle, 12,533 calves, 37,124 hogs, 9,949 sheep.

Not including 3,007 cattle, 4,532 calves, 24,552 hogs and 2,524 sheep bought direct.

### SIOUX CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	3,392	598	6,088	5,113
Armour and Co.	2,764	617	6,375	3,347
Swift & Co.	2,685	694	3,699	5,000
Shippers	3,369	35	7,051	651
Others	291	17	66	17

Total: 12,492 cattle, 1,964 calves, 23,279 hogs, 14,128 sheep.

### DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	1,325	267	2,426	22,448
Swift & Co.	1,266	161	1,974	23,911
Others	3,590	398	2,194	21,181

Total: 6,181 cattle, 826 calves, 6,594 hogs, 67,540 sheep.

### ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	2,599	1,297	9,831	7,608
Armour and Co.	3,023	1,101	8,925	3,741
Others	1,171	163	3,335	831

Total: 6,793 cattle, 2,561 calves, 22,091 hogs, 12,180 sheep.

Not including 3,036 sheep bought direct.

### OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	3,340	2,336	3,206	240
Wilson & Co.	3,507	2,478	3,199	151
Others	283	29	550	.....

Total: 7,130 cattle, 4,843 calves, 6,955 hogs, 391 sheep.

Directs: 98 cattle, 1,554 hogs, 122 sheep.

### WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	1,654	992	2,162	1,017
Dold Pkg. Co.	904	125	1,598	.....
Wichita D. B. Co.	22	.....	.....	.....
Dunn-Ostertag	131	.....	.....	.....
Fred W. Dold	119	.....	350	.....
Sunflower Pkg. Co.	54	.....	125	.....
So. West Beef Co.	4	.....	.....	.....

Total: 2,888 cattle, 1,117 calves, 4,235 hogs, 1,017 sheep.

Not including 1,848 hogs bought direct.

### FT. WORTH.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	2,657	3,022	1,634	2,043
Swift & Co.	2,679	3,850	1,252	1,841
City Pkg. Co.	283	104	172	.....
Blue Bonnet Pkg. Co.	183	106	168	.....
H. Rosenthal Pkg. Co.	95	7	40	.....

Total: 5,897 cattle, 7,099 calves, 3,286 hogs, 3,884 sheep.

### ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	5,912	3,721	21,349	13,568
Cudahy Pkg. Co.	283	1,617	.....	.....
Swift & Co.	7,841	6,011	30,702	21,815
United Pkg. Co.	2,950	433	.....	.....
Others	2,696	442	14,959	5,431

Total: 20,785 cattle, 9,424 calves, 67,010 hogs, 40,814 sheep.

Not including 75 cattle and 33 sheep bought direct.

### MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	2,531	3,857	18,859	2,320
Swift & Co., Chi.	.....	.....	244	.....
Omaha Pkg. Co., Chi.	283	.....	244	.....
Swift & Co., Mil.	1,014	1,928	170	.....
Armour and Co., Mil.	155	.....	.....	.....
N. Y. Butchers D.	39	.....	.....	.....
M. Co.	54	73	26	.....
R. Gums & Co.	.....	.....	82	127
Shippers	248	17	82	127
Others	611	602	65	240

Total: 4,885 cattle, 6,477 calves, 19,176 hogs, 3,201 sheep.

### INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Kingman & Co.	2,007	714	8,410	2,243
Armour and Co.	586	179	1,845	81
Hilgemeyer Bros.	6	.....	919	.....
Stumpf Bros.	.....	.....	107	.....
Schussler Pkg. Co.	33	.....	100	.....
Meier Pkg. Co.	87	7	227	.....
Ind. Prov. Co.	6	25	175	.....
Art Wabnitz	20	51	.....	53
Maass Hartman Co.	53	4	.....	.....
Art Wabnitz	1,418	222	163	836
Shippers	3,745	2,006	20,421	9,010

Total: 7,961 cattle, 3,208 calves, 32,367 hogs, 12,228 sheep.

### CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
S. W. Gall's Son	.....	38	.....	261
E. Kahn's Sons	881	319	8,547	1,603

Lohrey Pkg. Co.	4	.....	313	.....
H. H. Meyer Pkg. Co.	23	.....	3,630	.....
J. Schlachter's Son	197	135	.....	111
J. & F. Schroth P. Co.	22	.....	2,503	.....
J. F. Stegner & Co.	374	188	.....	42
Shippers	.....	127	3,731	1,441
Others	1,914	698	293	337

Total: 3,843 cattle, 1,505 calves, 18,927 hogs, 3,891 sheep.

Not including 426 cattle, 30 calves, 3,216 hogs and 618 sheep bought direct.

### RECAPITULATION.

	Week ended Oct. 17.	Prev. week.	Per. week, 1935.
Chicago	55,778	52,336	45,966
Kansas City	22,283	25,345	28,446
Omaha	24,139	25,863	29,017
East St. Louis	21,151	19,681	29,580
St. Joseph	6,793	7,648	8,202
St. Paul	12,492	14,869	12,710
Okla. City	7,130	5,608	6,808
Wichita	2,888	2,323	2,888
Denver	6,181	5,835	5,425
St. Paul	20,785	22,088	20,225
Milwaukee	4,885	4,895	5,140
Indianapolis	7,961	7,196	6,794
Cincinnati	3,843	4,498	4,804
Ft. Worth	5,897	6,544	9,798
Total	202,206	204,844	206,884

### HOGS.

Chicago	59,213	50,343	40,828
Kansas City	14,516	12,967	10,099
Omaha	34,905	33,611	22,550
East St. Louis	37,124	39,708	29,712
St. Joseph	22,091	17,732	10,115
St. Paul	23,279	21,375	15,790
Okla. City	6,955	5,624	4,278
Wichita	4,235	2,407	3,013
Denver	6,594	6,035	3,429
St. Paul	67,010	55,883	23,229
Milwaukee	19,176	14,541	11,280
Indianapolis	32,367	33,411	23,741
Cincinnati	18,927	18,384	13,894
Ft. Worth	3,286	3,923	4,500
Total	249,678	315,935	215,888

### SHEEP.

Chicago	51,552	34,690	36,104
Kansas City	28,615	35,541	19,062
Omaha	9,997	14,780	8,066
East St. Louis	9,949	13,007	12,763
St. Joseph	12,180	16,233	11,156
St. Paul	14,128	10,355	13,650
Okla. City	391	297	1,061
Wichita	1,017	795	789
Denver	67,540	55,020	54,114
St. Paul	40,814	37,002	44,498
Milwaukee	3,201	2,904	3,735
Indianapolis	12,228	7,735	10,235
Cincinnati	3,801	3,927	12,966
Ft. Worth	3,884	2,389	7,440
Total	250,297	233,575	237,422

## CALIF. INSPECTED SLAUGHTER

State-inspected kill September, 1936:

	Number.
Cattle	57,538
Calves	31,132
Sheep	106,409
Hogs	59,321

Meat food products produced:

	Lbs.
Sausage	2,818,731
Pork, beef	1,534,286
Lard and lard substitutes	1,024,884
Chili	5,730
Total	5,403,611



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## RECEIPTS AT CHIEF CENTERS

Week ended October 17, 1936:

At 20 markets:	Cattle.	Hogs.	Sheep.
Week ended Oct. 17.	283,000	404,000	422,000
Previous week	309,000	377,000	463,000
1935	352,000	285,000	461,000
1934	341,000	503,000	569,000
1933	297,000	373,000	478,000

At 11 markets:	Cattle.	Hogs.	Sheep.
Week ended Oct. 17.	217,000	293,000	275,000
Previous week	222,000	262,000	288,000
1935	252,000	184,000	240,000
1934	259,000	376,000	407,000
1933	239,000	247,000	322,000
1932	194,000	323,000	348,000

At 7 markets:	Cattle.	Hogs.	Sheep.
Week ended Oct. 17.	217,000	293,000	275,000
Previous week	222,000	262,000	288,000
1935	252,000	184,000	240,000
1934	259,000	376,000	407,000
1933	239,000	247,000	322,000
1932	194,000	323,000	348,000

## CORN BELT DIRECT TRADING

(Reported by U. S. Bureau of Agricultural Economics.)

Des Moines, Ia., Oct. 22, 1936—At 22 concentration points and 9 packing houses in Iowa and Minnesota, hog trade moderately active most of the week despite liberal loadings. Current prices of butcher hogs 30@50c under last week's close, spots light lights off most; packing sows 25@35c lower. Current prices, good to choice 220 to 270 lb., including few 200 to 290 lb. off truck, 8.85@9.10, generally \$8.95 up; long hauls at plants \$9.15@9.30, rail consignments \$9.30@9.40, some at \$9.45; 270 to 290 lb. off truck, \$8.75@9.00, few \$9.15; 290 to 350 lb., \$8.30@8.95, few \$9.05; 180 to 200

lb., \$8.40@9.00; mixed grades, 160 to 180 lb., \$7.50@8.40; light lights, \$6.50@7.50, choice quoted higher; packing sows, off truck, \$7.85@8.50, off cars \$8.65 or slightly higher.

Receipts week ended Oct. 22, 1936:

	This week.	Last week.
Friday, Oct. 16.	21,400	17,800
Saturday, Oct. 17.	20,800	15,000
Monday, Oct. 19.	34,100	30,100
Tuesday, Oct. 20.	20,100	15,700
Wednesday, Oct. 21.	26,900	18,100
Thursday, Oct. 22.	25,900	20,300

## CATTLE IMPORTS CONTINUE

Reduced-duty import quota for 700-lb. and over cattle was almost ex-

## MEAT SUPPLIES AT EASTERN MARKETS

(Reported by the U. S. Bureau of Agricultural Economics.)

### WESTERN DRESSED MEATS

	NEW YORK.	PHILA.	BOSTON.
<b>STEERS, carcass</b>			
Week ending Oct. 17, 1936.	8,901½	2,814	2,815
Week previous	8,384½	2,894	2,830
Same week year ago.	9,492½	2,218	2,372
<b>COWS, carcass</b>			
Week ending Oct. 17, 1936.	2,559	1,794	1,862
Week previous	2,141	1,577	1,834
Same week year ago.	2,516½	1,718	2,248
<b>BULLS, carcass</b>			
Week ending Oct. 17, 1936.	378	578	11
Week previous	185½	566	10
Same week year ago.	239½	596	17
<b>VEAL, carcass</b>			
Week ending Oct. 17, 1936.	12,807	2,546	773
Week previous	14,765	2,427	729
Same week year ago.	13,505	2,359	778
<b>LAMB, carcass</b>			
Week ending Oct. 17, 1936.	48,450	14,497	17,234
Week previous	45,650	18,518	16,828
Same week year ago.	42,402	14,704	19,681
<b>MUTTON, carcass</b>			
Week ending Oct. 17, 1936.	3,748	915	974
Week previous	1,983	891	901
Same week year ago.	4,254	1,125	1,303
<b>PORK CUTS, lbs.</b>			
Week ending Oct. 17, 1936.	1,663,057	460,225	318,185
Week previous	1,365,565	455,120	228,735
Same week year ago.	1,372,413	359,226	171,822
<b>BEEF CUTS, lbs.</b>			
Week ending Oct. 17, 1936.	385,933		
Week previous	400,205		
Same week year ago.	432,930		

### LOCAL SLAUGHTERS

<b>CATTLE, head</b>			
Week ending Oct. 17, 1936.	11,041	1,653	
Week previous	9,051	1,549	
Same week year ago.	7,922	2,220	
<b>CALVES, head</b>			
Week ending Oct. 17, 1936.	15,557	1,579	
Week previous	15,005	2,059	
Same week year ago.	16,443	2,741	
<b>HOGS, head</b>			
Week ending Oct. 17, 1936.	48,005	13,908	
Week previous	49,139	14,342	
Same week year ago.	36,661	11,441	
<b>SHEEP, head</b>			
Week ending Oct. 17, 1936.	58,787	2,833	
Week previous	56,160	3,127	
Same week year ago.	67,272	7,147	

## U. S. INSPECTED HOG KILL

At 8 points week ended October 16:

	Week ended Oct. 16.	Prev. week, 1935.	
Chicago	84,201	86,007	57,356
Kansas City, Kansas	31,522	28,612	13,077
Omaha	23,319	22,799	14,328
St. Louis & East St. Louis	41,872	38,724	26,412
St. Joseph	15,635	13,937	7,754
St. Paul	16,587	15,171	8,476
St. Paul	60,197	44,443	21,125
N. Y., Newark and J. C.	49,131	47,950	35,514
Total	322,464	277,643	184,092

## NEW YORK LIVE STOCK

Receipts week ended Oct. 17, 1936:

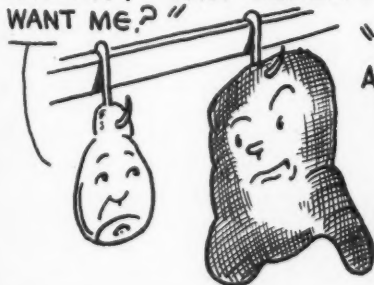
	Cattle.	Calves.	Hogs.	Sheep.
Jersey City	5,072	8,961	5,664	30,162
Central Union	2,496	1,593		10,826
New York	295	3,185	22,006	5,911
Total	7,863	13,739	27,670	46,999
Previous week	6,224	14,360	28,272	47,621
Two weeks ago.	6,736	14,842	26,979	33,444

## PACIFIC COAST LIVESTOCK

Receipts five days ended Oct. 16, 1936:

	Cattle.	Calves.	Hogs.	Sheep.
Los Angeles	6,031	2,952	1,181	1,651
San Francisco	1,865	125	1,625	2,310
Portland	2,606	640	3,675	4,000
DIRECTS—Los Angeles: Cattle, 79 cars; hogs, 96 cars; sheep, 40 cars. San Francisco: Cattle, 85 head; hogs, 2,825 head; sheep, 1,140 head.				

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haunted by the end of August, according to a report by the U. S. Bureau of Agricultural Economics. Imports of this class of cattle for the first eight months of the year totaled 151,657 head, of which 131,616 came from Canada and 20,041 from Mexico. The global quota of 155,799 head was established by the U. S.-Canadian trade agreement signed last year. Cattle of 700 lbs. and over have been admitted at a 2-cent per lb. duty instead of the regular tariff rate of 3 cents. However, the old rate will again go into effect when the quota is filled.

The reduced duty quota on calves was exhausted early in August and the old duty has been applied against such imports ever since. Cattle imports of all types for the first eight months of 1936 totaled 331,422 head, compared with 156,068 during the like period last year. This year, 196,361 cattle have come from Canada and 135,061 from Mexico.

### AUGUST CATTLE IMPORTS

Cattle shipped into the United States during August, and for the year, other than those for breeding, were as follows:

	Aug., 1936.	Jan.-Aug., 1936.	Jan.-Aug., 1935.
From Canada:			
Over 700 lbs.	5,870	128,613	54,725
175-700 lbs.	4,034	16,836	29,344
Under 175 lbs.	2,631	50,912	.....
From Mexico:			
Over 700 lbs.	557	21,222	2,818
175 to 700 lbs.	5,347	112,240	169,181
Under 175 lbs.	93	1,599	.....
Total	18,532	331,422	256,068

### CANADIAN LIVESTOCK PRICES

#### BUTCHER STEERS.

Up to 1,050 lbs.

Top Prices	Week ended Oct. 15.	Last week.	Same week 1935.
Toronto	\$ 5.75	\$ 5.75	\$ 6.25
Montreal	6.25	6.25	6.50
Winnipeg	5.00	5.50	5.50
Calgary	5.00	4.50	4.35
Edmonton	4.50	4.25	4.75
Prince Albert	3.50	5.00	.....
Moose Jaw	4.00	4.00	4.50
Saskatoon	3.75	3.50	4.00

#### VEAL CALVES.

	Week ended Oct. 15.	Last week.	Same week 1935.
Toronto	\$ 9.00	\$ 9.00	\$ 9.50
Montreal	8.50	8.50	8.75
Winnipeg	5.50	5.50	6.50
Calgary	3.50	3.50	4.25
Edmonton	4.00	4.00	5.00
Prince Albert	3.00	3.00	3.50
Moose Jaw	4.00	4.00	5.40
Saskatoon	4.25	4.00	4.25

#### BACON HOGS.

	Week ended Oct. 15.	Last week.	Same week 1935.
Toronto	\$ 8.25	\$ 8.40	\$ 9.60
Montreal (1)	8.60	8.50	9.50
Winnipeg (1)	7.75	7.75	8.50
Calgary	7.00	7.50	8.60
Edmonton	7.60	7.50	8.60
Prince Albert	7.50	7.50	8.10
Moose Jaw	7.50	7.50	8.25
Saskatoon	7.50	7.55	8.10

(1) Montreal and Winnipeg hogs sold on a "fed and watered" basis. All others "off trucks."

#### GOOD LAMBS.

	Week ended Oct. 15.	Last week.	Same week 1935.
Toronto	\$ 8.25	\$ 8.50	\$ 7.25
Montreal	7.75	7.60	6.50
Winnipeg	6.75	6.75	6.00
Calgary	5.90	5.50	4.75
Edmonton	5.75	5.75	5.25
Prince Albert	5.50	5.50	4.50
Moose Jaw	5.00	6.00	5.00
Saskatoon	5.85	5.65	4.75

## CHICAGO LIVESTOCK

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods:

#### RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Oct. 12.....	28,035	4,931	18,436	21,368
Tues., Oct. 13.....	9,540	1,827	18,040	10,932
Wed., Oct. 14.....	11,984	1,251	16,453	13,547
Thurs., Oct. 15.....	5,618	955	18,502	12,408
Fri., Oct. 16.....	1,807	324	11,878	7,081
Sat., Oct. 17.....	1,000	300	4,500	8,000

Total this week.....	57,982	9,598	88,206	73,331
Previous week.....	49,871	9,845	89,238	59,016
Year ago.....	52,021	9,093	89,052	55,608
*Two yrs. ago.....	69,000	11,989	129,544	65,426

\*Including 11,173 government cattle and 2,476 government calves.

#### SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Oct. 12.....	5,090	399	3,135	5,045
Tues., Oct. 13.....	4,339	1,013	657	10,483
Wed., Oct. 14.....	6,102	598	1,074	3,710
Thurs., Oct. 15.....	3,631	245	1,828	4,914
Fri., Oct. 16.....	2,127	294	3,507	3,074
Sat., Oct. 17.....	100	.....	100	.....

Total this week.....	21,390	2,849	10,301	27,226
Previous week.....	16,080	1,853	9,380	15,226
Year ago.....	15,117	1,899	11,001	9,014
Two years ago.....	25,684	1,141	16,048	17,074

Total receipts for October and year to date.

	1936.	1935.	1936.	1935.
Cattle.....	114,935	120,132	1,725,314	1,527,371
Calves.....	21,361	21,068	330,067	372,271
Hogs.....	77,287	136,283	2,886,726	2,692,493
Sheep.....	160,682	154,423	1,979,645	2,458,247

#### WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
Week ended Oct. 17.....	\$ 9.05	\$ 9.70	\$ 3.25	\$ 8.60
Previous week.....	9.15	9.80	3.10	8.65
1935.....	10.45	10.05	3.75	9.15
1934.....	7.65	5.55	1.75	6.00
1933.....	5.45	4.25	2.25	6.55
1932.....	6.75	3.50	1.65	5.15
1931.....	8.80	5.15	2.10	5.75
Av. 1931-1935.....	\$ 7.80	\$ 5.70	\$ 2.30	\$ 6.50

#### SUPPLIES FOR CHICAGO PACKERS.

	Cattle.	Hogs.	Sheep.
Week ended Oct. 17.....	35,953	77,905	46,105
Previous week.....	34,284	59,808	44,694
1935.....	36,925	59,375	47,867
1934.....	31,751	103,504	53,805
1933.....	37,000	76,300	56,400
1932.....	34,786	96,777	74,251

#### HOG RECEIPTS, WEIGHTS AND PRICES.

	No.	Avg.	—Prices—	
	Rec'd.	Wt.	Top.	Av.
Week ended Oct. 17.....	88,200	226	\$10.45	\$ 9.70
Previous week .....	69,238	236	10.55	9.80
1935 .....	69,052	253	10.90	10.05
1934 .....	129,544	227	5.95	5.55
1933 .....	87,068	239	5.00	4.25
1932 .....	107,603	238	3.90	3.50
1931 .....	155,041	225	5.60	5.15

Receipts and average weight for week ending Oct. 17, 1936 estimated.

#### CHICAGO HOG SLAUGHTERS.

Hogs slaughtered at Chicago under federal inspection for week ending Friday, Oct. 16, 1936:

Week ended Oct. 16, 1936.....	84,201
Previous week.....	66,607
Year ago.....	57,356
1934.....	123,103

#### CHICAGO HOG PURCHASES.

Supplies of hogs purchased by Chicago packers and shippers week ended Thursday, Oct. 22, 1936:

	Week ended Oct. 22.	Prev. week.
Packers' purchases.....	61,769	50,137
Direct to packers.....	34,624	21,271
Shippers' purchases.....	16,510	9,125
Total.....	112,903	80,533

### STOCKERS AND FEEDERS

Shipments from 12 principal markets during September, with comparisons:

	Cattle and calves.	Hogs.	Sheep.
September, 1936 ..	285,211	33,341	388,505
August, 1936.....	199,417	33,434	226,595
September, 1935 ..	283,227	13,736	302,984
June 27—			
Oct. 9, '36.....	741,989	105,193	836,874
June 29—			
Oct. 11, '35.....	719,297	51,285	832,691

## CHICAGO HIDE QUOTATIONS

Quotations on hides at Chicago for the week ended Oct. 23, 1936, with comparisons, are reported as follows:

	PACKER.	HIDES.	Cor. week, 1935.
	Week ended Oct. 23.	Prev. week.	
Spr. nat. strs.....	@15 1/2 n 15	@15 1/2 n	@16 1/2 n
Hvy. nat. strs.....	@14 1/2 @15	@14 1/2 @15	@16
Hvy. Tex. strs.....	@14 1/2 @15	@15 ax	@15 1/2
Hvy. butt brnd'd strs.....	@14 1/2 @15	@15 ax	@15 1/2
Hvy. Col. strs.....	@14 1/2 @15	@14 1/2 ax	@14 1/2
Ex-light Tex. strs.....	@11 1/2 @12	@11 1/2 @12	@12
Brnd'd cows ..	@11 1/2 @12	@11 1/2 @12	@12
Hvy. nat. strs.....	@13	@13	@14 1/2
Lt. nat. cows ..	@11 1/2 @12	@11 1/2 @12	@12 1/2
Nat. bulls.....	@10 10	@10 1/2 @11	@11 1/2
Brnd'd bulls.....	@9 9	@9 1/2 @10	@10 1/2
Calfskins.....	@21 1/2 20	@21 1/2 19	@22
Kips, nat.....	@16 1/2 @17	@16 1/2 @17	@17 1/2
Kips, ov-wt.....	@15 @15	@15 @15	@15 1/2
Kips, brnd'd.....	@13 1/2 @14	@13 1/2 @14	@14 1/2
Slunks, reg.....	@1.05 @1.05	@1.05 @1.05	@1.05
Slunks, hrls.....	@45 40	@45 35	@40
Light native, butt branded and Colorado steers			
1c per lb. less than heavies.			

#### CITY AND OUTSIDE SMALL PACKERS.

Nat. all-wts.....	@11 1/2 @11 1/2	@11 1/2 @11 1/2	@12 @12 1/2
Branded.....	@10 @10 1/2	@10 1/2 @11	@11 1/2 @11 1/2
Nat. bulls.....	@8 1/2 @9	@8 1/2 @9	@9 1/2 @9 1/2
Brnd'd bulls.....	@7 1/2 @8	@7 1/2 @8	@8 1/2 @8 1/2
Calfskins.....	@17 1/2 @18	@17 1/2 @18	@19 @19
Kips.....	@14 @14 1/2	@14 @14 1/2	@15 @15 1/2
Slunks, reg.....	@.85 @.85	@.85 @.85	@.85 @.85
Slunks, hrls.....	@35n 25	@35n 25	@35n 25

#### COUNTRY HIDES.

Hvy. steers.....	@8 8	@8 1/2 @8 1/2	@9 1/2 @9 1/2
Hvy. cows.....	@8 8	@8 1/2 @8 1/2	@9 1/2 @9 1/2
Bulls.....	@9 9	@9 1/2 @9 1/2	@10 @10 1/2
Extremes.....	@10 1/2 @10 1/2	@10 1/2 @10 1/2	@11 1/2 @11 1/2
Bulls.....	@7 7 1/2	@7 1/2 @7 1/2	@7 1/2 @7 1/2
Calfskins.....	@12 1/2 @13	@12 1/2 @13	@13 1/2 @13 1/2
Kips.....	@11 1/2 @11 1/2	@11 1/2 @11 1/2	@12 1/2 @12 1/2
Light calf.....	@1.00n 85	@1.00n 75	@1.00n 75
Deacons.....	@1.00n 85	@1.00n 75	@1.00n 75
Slunks, reg.....	@.65 @.65	@.65 @.65	@.65 @.65
Slunks, hrls.....	@15n 10	@15n 10	@15n 10
Horsehides.....	@3.10 @3.80	@3.10 @3.80	@3.60 @4.25

#### SHEEPSKINS.

Pkr. lambs.....	1.00 @1.70		
Sml. pkr. lambs.....	1.25 @1.35	1.25 @1.35	1.15 @1.35
Pkr. shearings.....	@1.00n	@1.00n	@.90
Dry pelts.....	@18 1/2 @19	@18 1/2 @19	@16 @16 1/2

### N. Y. HIDE FUTURE MARKETS

Saturday, Oct. 17, 1936—Close: Dec. 11.48@11.54; Mar. 11.80@11.85; June 12.10@12.19; Sept. 12.40@12.50; sales 2 lots. Closing 8@10 lower.

Monday, Oct. 19, 1936—Close: Dec. 11.45@11.50; Mar. 11.77 sale; June 12.09 b; Sept. 12.39 b; sales 9 lots. Closing 1@3 lower.

Tuesday, Oct. 20, 1936—Close: Dec. 11.50@11.55; Mar. 11.85@11.86; June 12.15 b; Sept. 12.46 b; sales 45 lots. Closing 6@8 higher.

Wednesday, Oct. 21, 1936—Close: Dec. 11.55 b; Mar. 11.85 n; June 12.15 n; Sept. 12.49 sale; sales 16 lots. Closing unchanged to 5 higher.

Thursday, Oct. 22, 1936—Close: Dec. 11.58@11.62; Mar. 11.93@11.94; June 12.24 n; Sept. 12.57@12.58 sales; sales 21 lots. Closing 3@9 higher.

Friday, October 23, 1936—Close: Dec. 11.55; Mar. 11.86@11.89; June 12.16 n; Sept. 12.50 n; Sales 9 lots. Closing 3 to 8 points lower.

Watch "Wanted" page for bargains.

The National Provisioner



# HIDES AND SKINS

## WEEKLY MARKET REVIEW



### Chicago

**PACKER HIDES.**—There was a fair volume of business in packer hides this week, with total sales so far around 115,000 hides, but trading has been confined mostly to a few descriptions. Light native cows accounted for about 70,000 out of this total, also couple cars heavy native cows, all at steady prices, while 25,000 bulls moved earlier at ½c off. Late in the week, 19,000 extreme light native steers moved at ¼c decline from last sales couple weeks back.

Buyers were bidding ¼c less for light cows and branded cows throughout the early part of the week and, after obtaining steady price for the light cows, packers seem inclined to hold firmly for steady price for the branded cow. These two descriptions account for a good part of the entire production at this period. Packers have been holding native and branded steers at prices steady with last representative sales, with buyers' ideas ½c less.

Native steers could be sold at 14½c, with 15c asked; these have shown some accumulation during past month or so, and last trade was a small lot at slightly better than 14½c, at a point where production runs well to lights. All packers sold 19,000 Sept.-Oct. extreme light native steers late this week at 12¼c, or ¼c down.

Butt branded steers quotable 14½c bid to 15c asked, and fair stocks available; Colorados 14c bid, 14½c asked, holdings light. Heavy Texas steers rather scarce but quoted 14½c bid to 15c asked; light Texas steers last sold at 13½c and more available; extreme light Texas steers last sold at 11½c.

One packer sold 1,600 Oct. heavy native cows early at 13c, steady; these are well sold up. All packers sold total of 70,000 mostly Oct. light native cows at 11½c, and Association 2,000 Oct. also at 11½c, steady. Good interest in branded cows at ¼c down but held firmly at 11½c, last trading price.

Late last week-end and early this week packers moved total of 15,000 Aug. forward native bulls at 10c, and 10,350 branded bulls at 9c, ½c down from last packer sale but in line with price obtained by Association previous week.

Cattle receipts at the seven western markets for the first four days of this week were 185,000, as compared with 199,000 last week and 206,000 a year ago, with a reversal of the trend of a month ago.

According to figures compiled by Commodity Exchange, Inc., the Oct. 15th sale by the FSCC of 121,086 drought hides and 22,549 skins reduced the holdings of drought hides to 944,409 cattle hides and 125,368 skins, as compared with original holdings of 1,538,985 hides and 595,840 skins. The general trade

impression is that these will be disposed of by next July.

**LATER:** Total of 6,500 more extreme light native steers sold at 12¼c; Association also sold 1,200 at 12¼c.

**OUTSIDE SMALL PACKER HIDES.**—While offerings of outside small packer hides are usually held around 11c, selected, f.o.b. nearby points, some sales were made early in week at 10½@10¾c for all-weight natives, with brands at more than the usual discount of ½c. Chicago take-off around 11¼@11½c nom.

**PACIFIC COAST.**—News still awaited from the Coast market, with 13c reported still asked for steers and 10c for cows, flat, f.o.b. shipping points.

**FOREIGN WET SALTED HIDES.**—South American market active at slightly lower prices. Early in week, 4,000 LaPlatas sold at 78¼ pesos, equal to 12½¢, c.i.f. New York, as against 80 pesos or 13c last week; 5,000 light steers sold at 11¼¢; 16,000 reject steers sold at 69¢ pesos or 11¼¢; 3,000 frigorifico extremes sold at 11¼¢, and 8,000 more at 11¼¢. Later, 24,000 Argentine steers sold to the States and 4,000 to Europe at 77 pesos, or 12½¢.

**COUNTRY HIDES.**—Trade in country hides has been slow and undoubtedly the sale of drought hides in recent months has taken some buying support from this market, more so than from packer descriptions. We will soon be entering the season of heavier winter kill of country hides but the kill during the summer has been rather short and the general impression is that unsold holdings are light. It is difficult to get over 8½c, selected, delivered Chicago, for untrimmed all-weights, although some quote 8½@8¾c untrimmed, with trimmed at ¼c more. Heavy steers and cows have been moving recently at 8c, flat. Trimmed buff weights have been selling around 9c, but usually quoted 9@9¼c; untrimmed quoted 8½@8¾c. Trimmed extremes quoted around 10¼c and holders reluctant to take less; untrimmed about ½c less. Bulls quoted 7@7¼c; glues 6½@6¾c. All-weight branded 7½@7¾c, flat.

**CALFSKINS.**—Packers are well sold up to end of September on calfskins, with last trading at 21c for northern heavies 9½/15 lb., 21½c for Detroit, Cleveland and Evansville heavies, usual premium for those points, 20c for River point heavies and 21½c for lights under 9½ lb.

Chicago city 8/10 lb. calfskins last sold at 18c, previous week, and 18½c is usually asked; couple cars 10/15 lb. sold early this week at 17¼c, followed by a car at 17¼c, or full ½c advance. Outside cities, 8/15 lb., quoted around 17¼@18c; mixed cities and countries 15½@16c; straight countries 12½@13c flat.

Chicago city light calf and deacons \$1.40 asked and \$1.35 bid.

**KIPSKINS.**—Packers fairly well sold up on native kipskins through September, with 16½c last paid for northern, 15½c for southern; one packer accepted 15c for northern over-weights and 13½c for branded at same time.

Chicago city kipskins quoted 14@14½c nom. Outside cities around 14c; mixed cities and countries 12½@13c; straight countries about 11½c, flat.

Big packer Sept. regular slunks moved couple weeks back at \$1.05 and well cleaned up.

**HORSEHIDES.**—Some difference of opinion as to tone of this market but occasional sales reported, with choice city renderers with full manes and tails usually in a range of \$3.70@3.80, f.o.b. nearby good sections; ordinary renderers, trimmed, \$3.40@3.50, delivered Chicago; mixed city and country lots \$3.10@3.20, Chicago.

**SHEEPSKINS.**—Dry pelts around 18½@19c per lb., delivered Chicago, for full wools. Production of packer shearlings so light now that quotations are only nominal, usually around 95@1.00 for No. 1's, 75c for No. 2's and 50c for No. 3's, but one packer's last sale, previous week, was at \$1.15, 85c and 55c, for better than ordinary stock. Pickled skins are firmly held at \$6.50 per doz. for Nov. skins, some talking up to \$6.75; Oct. skins well cleaned up recently around \$6.25, some intimating \$6.37½ paid. There has been considerable dissatisfaction recently among pullers regarding the buying of pelts on cwt. live lamb basis and some of the leading pullers indicate they will not make bids on this basis in future, due to the fact that pelts from sheep running 100 to 150 lbs. have to be bought on a per piece basis. Recent sales of Oct. pelts reported around \$1.92½@1.95 per cwt. live lamb, with sheep out at \$1.10@1.15 per piece. Outside small packer lamb pelts quoted \$1.25@1.35 each, according to quality and section.

### New York

**PACKER HIDES.**—One packer reported still holding Sept. hide production; others sold Sept. native steers earlier at 15½c and Colorados at 14½c, and hold butt brands which are offered at 15c. Market awaiting action in the West.

**CALFSKINS.**—Collectors obtained 2½c advance this week on about 10,000 calfskins, the 5-7's going at \$1.52½, 7-9's at \$1.97½, and 9-12's at \$2.47½; 4-5's quotable \$1.35@1.40. Packers ideas are generally 5@10c over last sale prices of \$1.65 for 5-7's, \$2.20 for 7-9's and \$2.75 for 9-12's.

### WEEKLY HIDE IMPORTS

Imports of cattle hides at leading U. S. ports for week ended October 10:

Week Ending	New York	Boston	Phila.
Oct. 10, 1936	58,585	.....	3,841
Oct. 3, 1936	50,994	.....	.....
Sept. 26, 1936	3,204	1,139	.....
Sept. 19, 1936	17,644	1,129	.....
Total 1936	1,630,867	65,292	69,218
Oct. 12, 1935	10,211	.....	.....
Oct. 5, 1935	65,533	.....	.....

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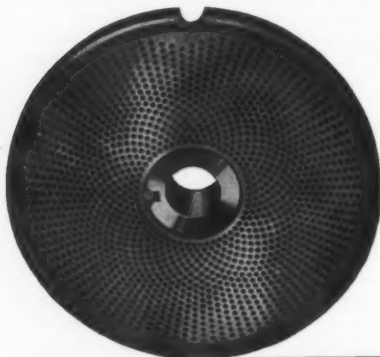
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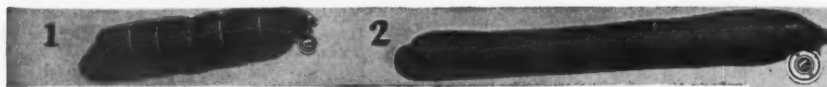
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HE has stood the test of time. To us, he is a symbol of all those fine qualities we like best... We like to think that this is true, also, of our Circle U Brand Dry Sausage. It, too, has stood time's test, and won its friends... not in a few weeks... or a few months... but in more than 50 years.

● There is a variety for every taste... for every nationality. A complete line. Shown here are:  
● 1. Salami ● 2. Thüringer ● 3. Genoa Salami  
● 4. Cooked Salami in artificial casing ● 5. Peperoni

OMAHA PACKING COMPANY :: CHICAGO



## Up and Down the



# MEAT TRAIL

### Meat Packing 40 Years Ago

(From The National Provisioner, Oct. 24, 1896.)

An English patent for thawing frozen meat by immersing in hot beef fat, mutton fat or in "hog oil" which is afterwards removed, was granted to J. A. Linley of London, on July 17, 1895. The inventor claimed that by this process no moisture condensed on the meat and it "does not become sodden or deteriorated."

W. H. White was appointed advertising manager of Swift & Company, coming to the packing firm from Lyon & Healy, Chicago.

Swartzchild & Sulzberger Co. began a \$40,000 improvement to its Kansas City plant, consisting of two new buildings for office purposes.

New York sheep butchers complained of dull times caused by the "fierce competition" of Western meats, which arrived in large quantities.

Cudahy Packing Co. took a 10-year lease on property in Brocton, Mass., for the erection of a branch house.

George E. Winton, successor to Winton & Plumb, Bridgeport, Conn., completed plans for a modern pork packing establishment with latest improved equipment.

Some interesting prices on so-called "butchers' sundries" at New York were: Fresh beef tongues, 35¢@60¢ each; sweetbreads, 20¢@50¢ a pair; calves' livers, 20¢@30¢ apiece; beef livers, 20¢@45¢ apiece; beef hearts, 4¢@8¢ apiece; lamb fries 5¢@7¢ a pair.

Armour and Company fitted up its beef refrigerator building at South Framingham, Mass., for manufacture of sausage.

Some idea of the quantity of sausage manufactured at Cudahy, Wis., was gained from the spice consumed during 1895, which included 10 tons of pepper, 3 tons of nutmeg and 4 tons of sage.

### Meat Packing 25 Years Ago

(From The National Provisioner, Oct. 28, 1911.)

George W. Hollis, vice-president and general manager, New England Dressed Meat & Wool Co., Boston, died on October 22 at the age of 69 years.

James T. Brennan, general manager, Hammond Packing Co., St. Joseph, Mo., was transferred to managership of the National Packing Co. plant at Denver, Colo.

Dr. J. S. Abbott, state food commissioner of Texas, announced that a campaign would be conducted to clean out and abolish unsanitary slaughtering

pens and butcher shops in country places throughout the state.

A luncheon composed almost entirely of cold-stored foods was served at Hotel Sherman, Chicago, to demonstrate the quality and palatability of foods held at low temperatures for considerable periods. (This was a debated subject in 1911.)

A. Habermann Provision Co., Cleveland, O., was incorporated with capital stock of \$25,000 by T. R. Habermann, T. Habermann and J. J. Naegele.

Chicago Stock Yards Co. was incorporated in Maine with a capital of \$1,000,000, to carry control of Chicago Junction Railway and Union Stock Yards Company, with Clarence E. Eaton, president.

### ARNOLD RETIRES

The Arnold family, one of the oldest of the Chicago meat packers, announced its retirement from the industry this week. Back in 1868—when meat packing was still largely a local and seasonal enterprise—Herman, Adolph and Theodore Arnold founded Arnold Brothers, Inc. They specialized in sausage and smoked meats for the quality trade in Chicago, and for more than 68 years have had a steady growth. For many years the company did no slaughtering, purchasing raw materials from other packers. A few years ago, however, a slaughtering plant at Perry, Ia., was acquired as a source of supply, and is being successfully operated.

Hugo Arnold, president and head of the business, a son of the co-founder, Adolph, announced details of the retirement and expressed the sentiments of his family and business associates. The sale to Swift & Company involves the going business, good will and inventory of Arnold Brothers, Inc., and the packing plant at Perry. Paul W. Trier, present vice-president and general manager, will continue to operate the business—under the old name with the same personnel and policies.

### PARTY SYMBOLS IN LARD

Attention was directed to the exhibit of the National Live Stock and Meat Board at the Minnesota State Fair at Minneapolis recently when the Democratic donkey and the Republican elephant put on the gloves to settle the title while Uncle Sam looks on. Booth posters pointed out that "pure lard is the best all-purpose fat," and advocated "pure lard for quality cakes and tender pastries."

### Chicago News of Today

Purchases of livestock at Chicago by principal packers for the first four days of this week totaled 29,466 cattle, 4,947 calves, 54,210 hogs and 23,444 head of sheep.

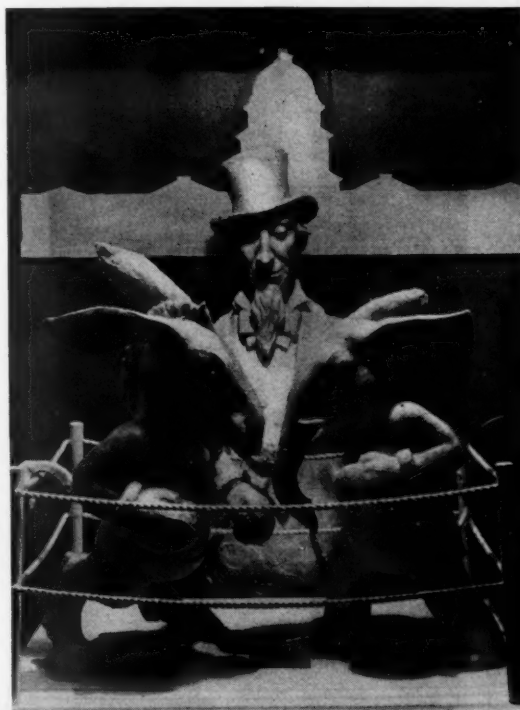
Frank A. Blum, head of Frank A. Blum & Sons, Pittsburgh, Pa., was in Chicago this week and visited the offices of THE NATIONAL PROVISIONER.

Ben Horner, manager, Swift & Company, San Juan, Porto Rico, spent some time at Chicago headquarters during the week.

R. C. Pollock, general manager, National Live Stock and Meat Board, and R. B. Davis of the board attended the American Royal Live Stock Show at Kansas City this week. The show was largely attended and highly successful, as usual.

Chicago's famous Brookfield Zoo had an addition to its animal collection this week in the form of three rare chimpanzees, presented to the institution by Erwin O. Freund, president Visking Corporation. Mr. Freund is well known for his interest in rare animal specimens. One of the primates was the famous "Skippy," who has for several years been one of Mr. Freund's home pets.

Executives of the Cudahy Packing Co. who attended the dedication of the company's new plant at Albany, Ga., this week included president E. A. Cudahy, Jr., vice president D. J. Donohue, treas-







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Door, with modernistic chromi-  
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A group of nearly 100 members of the Chicago Rotary Club on a "business methods jaunt" were guests of Swift & Company at luncheon in the company's restaurant on October 22, the menu feature of which was Premium steak. Chairman Chas. H. Swift talked to his guests about meat packing and they were taken later for a tour of the plant and important operations explained. Henry R. Park, traffic manager, Chicago Livestock Exchange, was Rotary co-host.

### New York News Notes

President George A. Schmidt, Stahl-Meyer, Inc., returned to the United States on October 15 on the s.s. Europa after having spent a short vacation abroad.

Vice President W. J. Cawley, Wilson & Co., Chicago, was a visitor to New York last week.

E. B. Adams, district manager, Swift & Company, Atlanta, Ga., spent a few days in New York last week.

Visitors to New York last week included W. H. Grell and Paul Bates, produce department, and R. F. Feagans, law department, Armour and Company, Chicago.

Emil A. Laier, general superintendent, Adolf Gobel, Inc., Brooklyn, joined Irving Zeiler, New York manager, Wm. J. Stange Co., and Arthur S. Davis, New York sales representative, Transparent Package Co., in their fast fly back to New York after attending the annual convention and banquet of the Institute of American Meat Packers at Chicago. Mr. Zeiler and Mr. Davis report that increased activities and business warranted a speedy return to their respective posts.

Meat and poultry seized and destroyed by the health department of the city of New York during the week ended October 17, 1936, were as follows: Meat—Brooklyn, 5 lbs.; Manhattan, 607 lbs.; Queens, 8 lbs.; Total, 620 lbs. Poultry—Brooklyn, 3 lbs.; Manhattan, 25 lbs.; Bronx, 19 lbs.; Total of poultry destroyed, 47 lbs.

### Countrywide News Notes

John T. McElroy, 87, pioneer rancher and president of the John T. McElroy Packing Co., El Paso, Tex., passed away at an El Paso hospital last week. Mr. McElroy went West with his parents in 1852 at the age of three, was reared on the frontier and obtained his start in the cattle business as a dollar-a-day cowpuncher. He became a cattle operator at Eugene, Ore., and later moved to the

open territory around Pecos, Tex. He founded the El Paso Packing Co. in 1919, building a new plant and changing the name of the company in 1934. He was a well-known figure in Texas life.

The new Eiter sausage factory at Antigo, Wis., a 2-story brick plant was opened recently with a reception for the public and the trade. Capacity is 25,000 lbs. per week.

James R. King, 74 years old, veteran livestock buyer on the South St. Paul market, died last week. His father, James King, Sr., was the first packer in the South St. Paul area, and Mr. King had been associated with the meat packing and livestock industry since he was 18 years old.

J. T. McMillan & Co., St. Paul, Minn., a subsidiary of Wilson & Co., has added a produce department to handle the famous Wilson line of poultry, butter, eggs, etc. It is in charge of Dick Leyh, one of the McMillan sales staff.

### CUDAHY PLANT DEDICATED

More than 5,000 residents of Albany, Ga., and vicinity visited the new plant of the Cudahy Packing Co. in that city on October 20 on the occasion of its formal dedication and opening. Albany celebrated the 100th anniversary of its founding during the week of October 18, "Cudahy Day" being one of the features on the program of this week of festivities.

The program at the plant started at 10 a.m. with music by the Albany High School band, followed by invocation by Bishop Gerald P. O'Hara of Savannah and addresses by Dr. M. P. Jarnagin, head of the animal husbandry division, Georgia State College of Agriculture; N. B. Bowlby, Cudahy district manager and manager of the Albany plant; W. B.

Haley, president of the Albany Chamber of Commerce, and E. A. Cudahy, Jr., president of Cudahy Packing Co. L. O. Burkholder, public relations department, Cudahy Packing Co., acted as master of ceremonies.

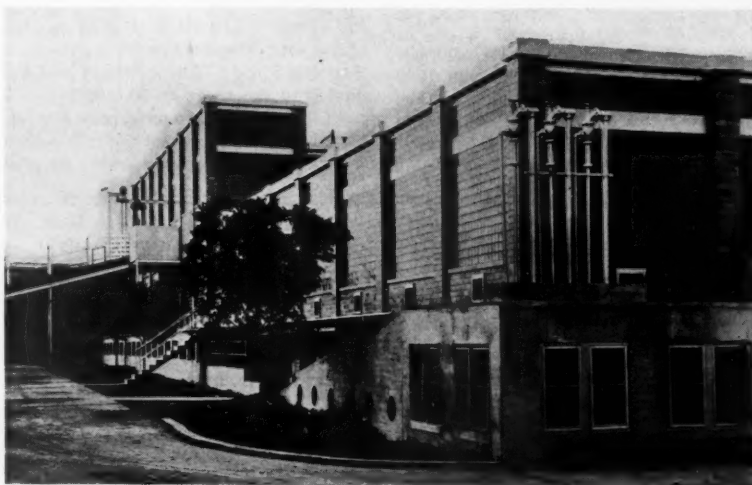
The plant was open to visitors all day, uniformed guides being furnished to conduct the guests through the various departments and explain methods, equipment and operations. Souvenirs were handed out to all comers. The plant was tastefully decorated for the occasion, one of the most interesting features being the display of Cudahy food products in the assembly room adjoining the loading dock.

This plant, containing many new and unique features of construction and equipment, was described in the September 26, 1936, issue of THE NATIONAL PROVISIONER.

In commemoration of Albany's Centennial and the opening of the plant the Cudahy Packing Co. issued as souvenirs handsome bronze medallions. On one side is a raised likeness of the plant with the inscription, "The Cudahy Packing Co., Albany, Ga., Est. Oct. 13, 1936." Inscription on the other side reads "Commemorating the Hundredth Anniversary of the Founding of Albany, Ga. A Century of Progress. 1836-1936."

A testimonial dinner, attended by church dignitaries, public officials and prominent business men of the city and vicinity, was tendered to president Cudahy on the evening of dedication day.

Cudahy executives present at the dedication, in addition to president E. A. Cudahy, Jr., included vice president D. J. Donohue, treasurer J. E. Wagner, general superintendent R. E. Yocum; Thos. Creigh, general counsel; A. W. Ruf, head of the purchasing department, and George A. Fongar, head of the transportation department.



MEAT PACKING PLANT BUILT OF GLASS

Formal opening of the plant of Cudahy Packing Co. at Albany, Ga., was the occasion of a big celebration. This plant contains many unique features, one of which is that the walls are constructed of translucent glass blocks.

## NEWS OF THE RETAILERS

D. O. Thompson, Manistee, Mich., has purchased Thompson's Market, Bear Lake, Mich., from Donovan Thompson.

R. L. Schaller has purchased bank building in Ashton, Ill., and will remodel for meat market.

Sam Goldman has opened meat market at 618 W. Brown st., Milwaukee, Wis.

George H. Jorgenson purchased meat business of Robert W. Hayes, 107 14th ave., N., Seattle, Wash.

Jordan's Market, San Francisco, Cal., has been moved from 1520 to 1544 Church st.

Peter Warner, Lake Benton, Minn. sold meat market to William Davis.

Elmer Liebe, Harvey, N. D., bought Foster Meat Market.

M. Berry opened meat market at 2722 E. 50th st., Minneapolis, Minn.

The Baker Meat Market has been opened at 2800 N. 22nd st., Milwaukee, Wis.

Moses Bros., Fond du Lac, Wis., will open meat store on East Merrill ave.

Nelsen & Son, Racine Wis., will open new meat market at 2011 Taylor ave.

Goodwill Market, Pontiac, Mich., recently opened completely remodeled meat market at 74 No. Saginaw st.

## CHAIN STORE SALES

Jewel Tea Co. sales for the first 40 weeks of 1936 totaled \$15,156,772, compared with \$14,177,328 in the like 1935 period, an increase of 6.9 per cent. Dollar volume for the four weeks ended October 3, amounted to \$1,501,327, a gain of 5.4 per cent over \$1,424,740 in the corresponding 1935 period.

National Tea Co. reports sales of \$47,037,749 for the first 40 weeks of 1936, and increase of one-half of 1 per cent over \$46,795,841 in the like 1935 period. Consolidated store sales for the four weeks ended October 10, amounted to \$4,922,132, a gain of 5.5 per cent over the corresponding period last year.

## SEPTEMBER FRESH MEAT PRICES

### CHICAGO

Wholesale fresh meat prices for September, 1936, with comparisons:

	Sept. 1936.	Aug. 1936.	Sept. 1935.
<b>BEEF.</b>			
Steer—			
300-500 lbs., Choice .....	\$15.20	\$14.50	\$17.52
Good .....	13.95	13.30	15.41
Medium .....	11.52	11.06	12.18
Common .....	9.27	9.15	9.95
500-600 lbs., Prime .....	15.12	14.22	17.52
Choice .....	15.12	14.22	17.52
Good .....	13.86	13.15	15.41
Medium .....	11.27	11.05	12.18
Common .....	9.27	9.15	9.95
600-700 lbs., Prime .....	14.61	13.74	17.59
Choice .....	13.51	12.75	15.56
Good .....	11.71	11.39	12.55
Medium .....	11.71	11.39	12.55
700 lbs. up, Prime .....	14.31	13.74	17.65
Choice .....	13.35	12.75	15.88
Good .....	9.96	9.50	11.29
Medium .....	8.96	8.71	9.80
Common .....	8.21	8.18	8.80
<b>Cow—</b>			
Choice .....	15.66	13.41	16.42
Good .....	14.57	12.22	15.40
Medium .....	13.01	10.98	14.23
Common .....	11.21	9.72	13.03
Calf—1 Good .....	11.22	11.22	13.32
Medium .....	10.17	9.98	11.89
Common .....	9.17	8.81	10.49
<b>VEAL AND CALF CARCASSES.</b>			
Veal—1 Choice .....	15.66	13.41	16.42
Good .....	14.57	12.22	15.40
Medium .....	13.01	10.98	14.23
Common .....	11.21	9.72	13.03
Calf—1 Good .....	11.22	11.22	13.32
Medium .....	10.17	9.98	11.89
Common .....	9.17	8.81	10.49
<b>SKIN ON.</b>			
<b>LAMB AND MUTTON.</b>			
Lamb—			
38 lbs. down, Choice .....	18.00	19.10	17.69
Good .....	16.80	17.80	16.68
Medium .....	15.22	16.00	15.66
Common .....	13.36	14.00	14.56
39-45 lbs., Choice .....	18.00	19.10	17.69
Good .....	16.80	17.80	16.68
Medium .....	15.22	16.00	15.66
Common .....	13.36	14.00	14.56
46-55 lbs., Choice .....	18.00	19.10	17.69
Good .....	16.80	17.80	16.68
Medium .....	15.22	16.00	15.66
Common .....	13.36	14.00	14.56
Mutton (ewe) 70 lbs. down, Choice .....	18.00	19.10	17.69
Good .....	16.80	17.80	16.68
Medium .....	15.22	16.00	15.66
Common .....	13.36	14.00	14.56

### NEW YORK

Wholesale fresh meat prices for September, 1936, with comparisons:

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Good .....	16.80	17.80	16.68
Medium .....	15.22	16.00	15.66
Common .....	13.36	14.00	14.56

## CHAIN TAX LAW APPEALED

Constitutionality of the gross receipts tax levied by the state of Iowa on chain stores may soon be decided by the U. S. Supreme Court. The question was submitted to the court on October 14. The tax in Iowa is in two parts, one a graduated levy on the number of units operated, the other a graduated tax on gross

receipts. The latter section of the law has been held invalid by a special three-judge federal court and this decision is now being appealed to the high court by the state. The Iowa gross receipts tax applies only to operators of two or more stores, but the total number of stores operated not only in Iowa, but outside that state is counted for tax purposes.

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**HAMS & BACON**  
SHIPPERS OF STRAIGHT AND MIXED CARS OF  
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INDUSTRIAL AND CONSTRUCTION LOANS

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*in Great Britain*

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ENGLAND



## PACKER AND FOOD STOCKS

Price ranges of listed stocks, Oct. 22, 1936, or nearest previous date:

	Sales	High.	Low.	Close.	
Week Ended	Oct. 21.	Oct. 21.	Oct. 21.	Oct. 21.	
Amal. Leather (new) .....	4,400	4½	4½	4½	2
Do. Pfd. ....	200	36	35½	35½	57½
Amer. H. & L. ....	3,500	5½	5½	5½	5½
Do. Pfd. ....	200	35½	35½	35½	35½
Amer. Stores .....	1,200	27	27	27	26½
Armour III .....	23,800	5	5½	5½	5½
Do. Pfd. ....	400	79	79	79	79½
Do. Del. Pfd. ....	300	108	108	108	107½
Beechnut Pack. ....	600	95	95	95	94½
Behack, H. C. ....	150	9¼	9¼	9¼	8½
Do. Pfd. ....	10	54½	54½	54½	52½
Chick. Co. Oil. ....	3,000	19½	19½	19½	19½
Childs Co. ....	1,600	9¾	9¾	9¾	9¾
Cudahy Pack. ....	1,000	37	37	37	37½
First Nat. Strs. ....	6,000	51½	51	51	46½
Gen. Foods .....	14,300	41½	40½	41½	40½
Gibbel Co. ....	4,900	5	4½	5	5
Gr. A & P .....	1st Pfd. ....	116½	116½	116½	127½
Do. New. ....	180	19½	19½	19½	118
Hormel, G. A. ....	200	19½	19½	19½	19½
Hygrade Food. ....	6,700	4¾	4¾	4¾	4¾
Kroger G. & B. ....	14,800	22½	22½	22½	22½
Libby McNeill. ....	23,750	10½	9¾	10	8¾
Mickelberry Co. ....	1,000	3¾	3¾	3¾	3¾
M. & H. Pfd. ....	210	8	8	8	7¾
Morrell & Co. ....	1,100	44½	44½	44½	45
Nat. Leather. ....	2,050	1¾	1¾	1¾	1¾
Nat. Tea .....	4,800	9¾	9¾	9¾	9¾
Proc. & Gamb. ....	11,500	50¾	50¾	50¾	49½
Do. Pr. Pfd. ....	30	119½	119½	119½	119
Rath Pack. ....	50	25¾	25¾	25¾	29
Safeway Strs. ....	23,500	38	37½	38	35½
Do. 6½ Pfd. ....	150	110	109½	109½	109½
Do. 7½ Pfd. ....	360	111½	111	111	111
Stahl Meyer. ....	19,800	23¼	22¼	23	22¼
Swift & Co. ....	3,850	31¼	31¼	31¼	32
Do. Int'l. ....	8	4	4	4	4
Trans. Pork. ....	5,000	5	4¾	4¾	4¾
U. S. Leather. ....	8,800	12½	11½	11½	11¾
Do. A. ....	600	95	95	95	96
Do. Pr. Pfd. ....	2,400	40¼	40	40¼	39¼
Wesson Oil .....	16,100	8½	8½	8½	8½
Wilson & Co. ....	1,200	80	80	80	80½

## FINANCIAL NOTES

Kroger Grocery and Baking Co. has declared a quarterly dividend of 40 cents on common stock, payable December 1, to shareholders of record on November 10. Quarterly dividends of \$1.50 and \$1.75 have been declared on 6 and 8 per cent preferred shares, the first payable January 2, to shareholders of record on December 21, and the last payable February 1, to stockholders on January 20.

Indicated 1936 earnings of United Stockyards Corp., recently formed to acquire stockyards interests of Swift & Company, were revealed this week by the Securities and Exchange Commission in connection with the proposed offering of securities by the company. The yards in which the firm has an interest had combined net income of \$749,832 for the first nine months of 1936, compared with \$488,852 in 1935. United Stockyards equity in the profits amounts to \$401,173 the report estimated, of which \$143,437 would be required for interest on proposed collateral trust bonds and \$162,750 for proposed convertible preferred stock dividends.

## MEAT FOR HEALTH

The story of meat as a food which builds for health, and its role in weight reduction diets was brought to the attention of public health nurses from all sections of the United States through

## WHOLESALE DRESSED MEAT PRICES

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on October 22, 1936:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
<b>Fresh Beef:</b>				
STEERS, 300-500 lbs.:				
Choice .....	\$15.00@16.00			
Good .....	12.00@15.00			
Medium .....	9.50@12.00		10.50@13.00	
Common (plain) .....	8.00@ 9.50		9.50@10.50	
STEERS, 500-600 lbs.:				
Prime .....	14.50@15.50		16.50@17.00	17.00@17.50
Choice .....	12.50@14.50		13.00@15.50	13.50@16.00
Good .....	9.50@12.00		11.00@13.00	11.00@13.50
Common (plain) .....	8.00@ 9.50		10.00@11.00	10.00@11.00
STEERS, 600-700 lbs.:				
Prime .....	14.00@15.00		16.00@16.50	16.00@17.00
Choice .....	12.00@14.00		13.00@15.00	13.50@15.50
Good .....	10.00@12.00	11.50@13.00	11.00@13.00	11.00@13.50
STEERS, 700 lbs. up:				
Prime .....		15.00@15.50	15.50@16.00	15.00@16.00
Choice .....	13.00@14.00	14.00@15.00	14.50@15.50	14.50@15.00
Good .....	12.00@13.00	13.00@14.00	13.00@14.50	13.50@14.50
<b>COWS:</b>				
Choice .....	9.00@10.00	10.00@10.50	10.00@11.00	10.50@11.00
Good .....	8.50@ 9.00	9.50@10.00	9.00@10.00	9.50@10.50
Medium .....	8.00@ 8.50	8.50@ 9.00	8.00@ 9.00	8.50@ 9.50
Common (plain) .....				
<b>Fresh Veal:</b>				
VEAL:				
Choice .....	13.50@14.50	15.00@16.00	15.00@17.00	15.00@16.00
Good .....	12.50@13.50	13.50@15.00	12.50@15.00	14.00@15.00
Medium .....	10.50@12.50	11.50@13.50	11.00@12.50	12.00@14.00
Common (plain) .....	9.00@10.50	9.50@11.50	10.00@11.00	10.00@12.00
<b>CALF:</b>				
Good .....	9.50@11.00	10.00@11.00	10.00@11.00	10.00@12.00
Medium .....	8.50@ 9.50	9.00@10.00	8.50@10.00	9.00@10.00
Common (plain) .....	8.00@ 8.50	8.00@ 9.00	8.00@ 8.50	7.00@ 9.00
<b>Fresh Lamb and Mutton:</b>				
LAMBS, 38 lbs. down:				
Choice .....	15.50@16.00	16.50@17.00	16.50@17.00	17.00@18.00
Good .....	15.00@15.50	15.50@16.50	15.50@16.50	16.00@17.00
Medium .....	14.00@15.00	14.50@15.50	14.50@15.50	15.00@16.00
Common (plain) .....	13.00@14.00	13.50@14.50	13.50@14.50	14.00@15.00
LAMBS, 39-45 lbs.:				
Choice .....	15.50@16.00	16.50@17.00	16.00@16.50	17.00@18.00
Good .....	14.50@15.50	15.50@16.50	15.00@15.50	16.00@17.00
Medium .....	13.50@14.50	14.50@15.50	14.00@15.00	15.00@16.00
Common (plain) .....				
LAMBS, 46-55 lbs.:				
Choice .....	14.00@15.00	15.00@16.00	15.00@16.00	16.00@16.50
Good .....	13.50@14.50	14.00@15.00	14.50@15.00	15.00@16.00
MUTTON, Ewe, 70 lbs. down:				
Good .....	7.50@ 9.00	8.50@10.00	8.50@10.00	8.00@ 9.00
Medium .....	6.50@ 7.50	7.00@ 8.50	7.00@ 8.50	7.00@ 8.00
Common (plain) .....	5.50@ 6.50	6.00@ 7.00	6.00@ 7.00	6.00@ 7.00
<b>Fresh Pork Cuts:</b>				
LOINS:				
8-10 lbs. av. ....	17.00@18.00	18.00@19.00	17.00@19.50	18.00@20.00
10-12 lbs. av. ....	17.00@18.00	18.00@19.00	17.00@19.00	18.00@20.00
12-15 lbs. av. ....	16.00@17.00	17.50@18.50	16.50@17.50	17.00@19.00
16-22 lbs. av. ....	15.00@16.00	16.00@17.00	15.50@17.00	16.00@17.00
SHOULDERS, N. Y. Style, Skinned:				
8-12 lb. av. ....	14.00@15.00		16.00@17.00	16.00@18.00
PICNICS:				
6-8 lb. av. ....		16.00@16.50		
BUTTS, Boston Style:				
4-8 lb. av. ....	16.50@17.50		18.00@20.00	19.00@20.00
SPARE RIBS:				
Half Sheets .....	12.00@13.00			
TRIMMINGS:				
Regular .....	11.50@12.00			

\*Includes hangers, 450 lbs. down, at Chicago. \*Includes "skins on" at New York and Chicago. \*Includes sides at Boston and Philadelphia.

exhibits set up by the National Live Stock and Meat Board at the annual convention of the American Public Health Association held at New Orleans, La., October 20 to 23 inclusive.

Transparencies of the Board's Food Value charts were on display, showing that meat leads all other foods per average helping as a source of protein, iron, phosphorus, calories and is also

high in some of the essential vitamins. Wax models of foods for weight reduction menus were on display, illustrating the fact that it is possible to reduce an average of 10 pounds per month and have the privilege of eating lean meat three times per day. The dishes in addition to meat, include cheese, eggs, vegetables, fruits, bread, butter and coffee.

# CHICAGO MARKET PRICES

## WHOLESALE FRESH MEATS

Carcass Beef			Cor. week.		
	Week ended		1935.		
Prime native steers—	Oct. 21, 1935.				
400-600	16	@16 1/4	18 1/4	@19	
600-800	15	@15 1/4	17 1/4	@18	
800-1000	14 1/2	@15	17 1/4	@18 1/4	
Good native steers—					
400-600	15 1/4	@16	17	@17 1/4	
600-800	14	@15	16 1/4	@17	
800-1000	13 1/4	@14	16 1/4	@16 1/4	
Medium steers—					
400-600	14	@15	13 1/4	@14 1/4	
600-800	14	@14 1/4	13 1/4	@14 1/4	
800-1000	13 1/4	@14	14 1/4	@15	
Helpers, good, 400-600	15	@15 1/4	14 1/4	@14 1/4	
Cows, 400-600	9 1/4	@10 1/4	8 1/4	@10 1/4	
Hind quarters, choice		@20		@23	
Fore quarters, choice		@13		@15	

### Beef Cuts

Steer loins, prime	@29	unquoted
Steer loins, No. 1	@27	@30
Steer loins, No. 2	@26	@30
Steer short loins, prime	@40	unquoted
Steer short loins, No. 1	@33	@43
Steer short loins, No. 2	@32	@38
Steer loin ends (hips)	@22	@24
Steer loin ends, No. 2	@22	@23
Cow loins	@17	@13
Cow short loins	@21	@14
Cow loin ends (hips)	@15	@12
Steer ribs, prime	@19	unquoted
Steer ribs, No. 1	@17	@17
Steer ribs, No. 2	@16	@22
Cow ribs, No. 2	@12	@12
Cow ribs, No. 3	@10	@9
Steer rounds, prime	@15	unquoted
Steer rounds, No. 1	@14 1/2	@14 1/2
Steer rounds, No. 2	@14	@14
Steer chuck, prime	@12	unquoted
Steer chuck, No. 1	@12	@13
Steer chuck, No. 2	@11 1/2	@12 1/2
Cow rounds	@12	@10 1/2
Cow chuck	@10	@9 1/2
Steer plates	@9 1/2	@13
Medium plates	@9 1/2	@12 1/2
Briskets, No. 1	@12 1/2	@16
Steer navel ends	@8	@11 1/2
Cow navel ends	@7	@8 1/2
Fore shanks	@9	@8
Hind shanks	@5 1/2	@5
Strip loins, No. 1, bbls.	@55	@60
Strip loins, No. 2	@45	@50
Sirloin butts, No. 1	@25	@30
Sirloin butts, No. 2	@18	@18
Beef tenderloins, No. 1	@55	@60
Beef tenderloins, No. 2	@40	@50
Rump butts	@15 1/2	@15 1/2
Flank steaks	@20	@22
Shoulder clods	@12	@14 1/4
Hanging tenderloins	@12	@14
Insides, green, 6@8 lbs.	@13 1/2	@15
Outsides, green, 5@6 lbs.	@13 1/2	@14
Knuckles, green, 5@6 lbs.	@13 1/2	@13

### Beef Products

Brains (per lb.)	@7	@9
Hearts	@10	@12
Tongues	@18	@21
Sweetbreads	@15	@20
Ox-tail, per lb.	@8	@10
Fresh tripe, plain	@9	@10
Fresh tripe, H. C.	@11 1/2	@12 1/2
Livers	@18	@18
Kidneys, per lb.	@10	@11

### Veal

Choice carcass	@15	15 1/4 @16 1/4
Good carcass	@12	14 1/2 @15 1/2
Good saddles	@17	16 @18
Good racks	@11	12 @13
Medium racks	@9	@12

### Veal Products

Brains, each	@9 1/4	@10
Sweetbreads	@35	@35
Calf livers	@35	@35

### Lamb

Choice lambs	@16	@16
Medium lambs	@14	@14
Choice saddles	@19	@19
Medium saddles	@17	@17
Choice fores	@14	@13
Medium fores	@12	@12
Lamb fries, per lb.	@25	@25
Lamb tongues, per lb.	@15	@15
Lamb kidneys, per lb.	@20	@20

### Mutton

Heavy sheep	@6	@6
Light sheep	@8	@9
Heavy saddles	@8	@9
Light saddles	@10	@11
Heavy fores	@4	@5
Light fores	@6	@7
Mutton legs	@11	@10
Mutton loins	@8	@8
Mutton stew	@5	@5
Sheep tongues, per lb.	@12 1/2	@12 1/2
Sheep heads, each	@10	@10

## Fresh Pork, Etc.

Pork loins, 8@10 lbs. av.	@21	@22 1/4
Picnic shoulders	@14	@18
Skinned shoulders	@14 1/2	@18
Tenderloins	@35	@40
Spare ribs	@12	@17 1/2
Back fat	@13	@19
Boston butts	@17	@22 1/2
Boneless butts, cellar trim, 2@4	@22	@28
Hocks	@11	@14
Tails	@11	@18
Neck bones	@4 1/2	@7 1/2
Slip bones	@13	@14
Blade bones	@12 1/2	@16
Pigs' feet	@5	@7
Kidneys, per lb.	@9	@13
Livers	@9 1/4	@16
Brains	@8	@10
Ears	@6	@7
Snouts	@9	@13
Heads	@8	@10
Chitterlings	@8	@10

## DOMESTIC SAUSAGE

(Quotations cover fancy grades.)

Pork sausage, in 1-lb. cartons	@27
Country style sausage, fresh in link	@23 1/2
Country style sausage, fresh in bulk	@21 1/4
Country style sausage, smoked	@25 1/4
Frankfurters, in sheep casings	@23 1/4
Frankfurters, in hog casings	@21 1/4
Bologna in beef middles, choice	@17 1/2
Liver sausage in beef rounds	@19 1/4
Liver sausage in hog bungs	@18 1/4
Smoked liver sausage in hog bungs	@19 1/4
Head cheese	@17 1/2
New England luncheon specialty	@23 1/4
Mixed luncheon specialty, choice	@19 1/4
Tongue sausage	@28
Blood sausage	@17
Sausage	@18 1/2
Polish sausage	@23 1/4

## DRY SAUSAGE

Corvelat, choice, in hog bungs	@39
Thuringer corvelat	@19
Farmer	@26
Holsteiner	@25
B. C. salami, choice	@34
Milano salami, choice in hog bungs	@38
B. C. salami, new condition	@20
Frisses, choice, in hog middles	@35
Genoa style salami, choice	@32
Pepperoni	@32
Mortadella, new condition	@20
Capicola	@46
Italian style ham	@37
Virginia ham	@40 1/2

## SAUSAGE MATERIALS

(F. O. B. CHICAGO.)

Regular pork trimmings	11	@11 1/2
Special lean pork trimmings		@16
Extra lean pork trimmings		@17
Pork cheek meat		@2
Pork hearts	7	@7 1/2
Pork livers	7	@7 1/2
Native boneless bull meat (heavy)	10 1/2	@10 1/2
Shank meat		@9
Boneless chucks		@9
Beef trimmings		@8 1/4
Beef cheeks (trimmed)		@7 1/2
Dressed canners, 350 lbs. and up	7	@7 1/2
Dressed cutter cows, 400 lbs. and up	7 1/4	@7 1/2
Dr. bologna hams, 600 lbs. and up		@8 1/4
Pork tongues, canner trim, S. P.		@12 1/2

## SAUSAGE IN OIL

Bologna style sausage, in beef rounds—	
Small tins, 2 to crate	\$6.50
Frankfurt style sausage, in sheep casings—	
Small tins, 2 to crate	\$7.50
Smoked link sausage, in hog casings—	
Small tins, 2 to crate	\$6.75

## BARRELED PORK AND BEEF

Mess pork, regular	@29.00
Family back pork, 24 to 34 pieces	@31.00
Family back pork, 35 to 45 pieces	@30.00
Clear back pork, 40 to 50 pieces	@26.00
Clear plate pork, 25 to 35 pieces	@21.50
Bean pork	@25.00
Brisket pork	@25.00
Plate beef	@18.50
Extra plate beef, 200-lb. bbls.	@19.00

## VINEGAR PICKLED PRODUCTS

Pork feet, 200-lb. bbl.	\$20.50
Lamb tongue, short cut, 200-lb. bbl.	51.50
Regular tripe, 200-lb. bbl.	19.00
Honeycomb tripe, 200-lb. bbl.	22.00
Pocket honeycomb tripe, 200-lb. bbl.	25.00

## DRY SALT MEATS

Clear bellies, 14@16 lbs.	@15 1/2
Clear bellies, 18@20 lbs.	@15 1/2
Rib bellies, 25@30 lbs.	@15 1/2
Fat backs, 10@12 lbs.	@10 1/2
Fat backs, 14@16 lbs.	@12
Regular plates	@11 1/2
Joint butts	@11

## WHOLESALE SMOKED MEATS

Fancy reg. hams, 14@16 lbs., parchment paper	25	@28
Fancy skd. hams, 14@16 lbs., parchment paper	26 1/2	@27 1/4
Standard reg. hams, 14@16 lbs., plain	23	@24
Picnics, 4@8 lbs., short shank, plain	19	@20
Picnics, 4@8 lbs., long shank, plain	18	@19
Fancy bacon, 6@8 lbs., parchment paper	28	@29
Standard bacon, 6@8 lbs., plain	23 1/2	@24 1/4
No. 1 beef ham sets, smoked		
Insides, 8@12 lbs.	30	@31
Outsides, 5@9 lbs.	27	@28
Knuckles, 5@9 lbs.	27	@28
Cooked hams, choice, skin on, fattened		@28
Cooked hams, choice, skinless, fattened		@28 1/2
Cooked picnics, skin on, fattened		@27
Cooked picnics, skinless, fattened		@28

## LARD

Prime steam, cash, Bd. Trade	\$	@11.47 1/2
Prime steam, loose, Bd. Trade		@11.10
Refined lard, tierces, f.o.b. Chgo.		@12
Kettle rend., tierces, f.o.b. Chgo.		@12
Leaf, kettle rendered, tierces, f.o.b. Chicago		@13 1/4
Neutral, in tierces, f.o.b. Chicago		@12
Compound, veg., tierces, c.a.f.		@12

## OLEO OIL AND STEARINE

Extra oleo oil	9 1/2	@10
Prime No. 2 oleo oil	9 1/4	@9 1/4
Prime oleo stearine, edible	9 1/4	@9 1/4

## TALLOW AND GREASES

Edible tallow	8 1/4	@8 1/4
Prime packers' tallow	7	@7 1/4
No. 1 tallow, 10% f.f.a.	6	@6 1/4
Special tallow	6 1/4	@6 1/4
Choice white grease	7 1/4	@7 1/4
A-White grease, maximum 4% acid	6 1/4	@6 1/4
B-White grease, maximum 5% acid	6 1/4	@6 1/4
Yellow grease, 10@15%	6 1/4	@6 1/4
Brown grease, 40% f.f.a.	5 1/4	@5 1/4

## ANIMAL OILS

Prime edible	@15 1/2
Prime inedible	@14 1/2
Headlight burning	@12 1/2
Prime W. S.	@12
Extra W. S.	@11 1/2
Extra Lard Oil	@11 1/2
Extra No. 1	@10 1/2
No. 2 Lard Oil	@10 1/2
Acidless Tallow	@10 1/2
20" Neatsfoot	@16
Put Neatsfoot	@14 1/2
Special Neatsfoot	@14 1/2
Extra Neatsfoot	@11
No. 1 Neatsfoot	@10 1/2
Oil weighs 7 1/2 lbs. per gallon. Barrels contain about 50 gals. each. Prices are for oil in barrels.	

## VEGETABLE OILS

Crude cottonseed oil, in tanks, f.o.b.	
Valley points, prompt	8 1/4 @ 8 1/4
White deodorized, in bbls., f.o.b. Chgo.	10 1/4 @ 10 1/4
Yellow, deodorized	10 1/4 @ 10 1/4
Soy stock, 50% f.f.a. f.o.b. mills	1 1/4 @ 1 1/4
Soy bean oil, f.o.b. mills	7 1/4 @ 7 1/4
Corn oil, in tanks, f.o.b. mills	8 1/4 @ 8 1/4
Cocanut oil, sellers' tanks, f.o.b. coast	6 1/4 @ 6 1/4
Refined in bbls., f.o.b., Chicago	12 1/4 @ 12 1/4

## OLEOMARGARINE

(F. O. B. CHICAGO.)

White domestic vegetable margarine	@18
White animal fat margarine, in 1 lb. cartons, rolls or prints	@15 1/4
Nut, 1-lb. cartons	@18
Puff paste (water churned)	@14 1/4
(milk churned)	@15

## PURE VINEGARS

A. P. CALLAHAN & COMPANY

2407 SOUTH LA SALLE STREET

CHICAGO, ILL.

## CURING MATERIALS

	Cwt.	Sacks.
Nitrite of soda (Chgo. w/hee stock):		
1 to 4 bbls. delivered in Chicago:		\$9.40
1 or more bbls. delivered in Chicago:		9.25
Saltpeter, 1 to 4 bbls. f.o.b. N.Y.:		
Dbl. refined granulated:	6.25	6.15
Small crystals:	7.25	7.15
Medium crystals:	7.62 1/2	7.50
Large crystals:	8.00	7.75
Dbl. refd. gran. nitrate of soda:	3.62 1/2	3.25
Salt, per ton, in minimum car of 80,000		
lbs. only, f.o.b. Chicago:		
Granulated:	\$ 6.996	
Medium, undried:	9.496	
Medium, dried:	9.996	
Rock:	6.782	
Sugar:		
Raw, 96 basis, f.o.b. New Orleans:	@3.40	
Second sugar, 90 basis:	None	
Standard gran., f.o.b. refiners (2%):	@4.65	
Packers' curing sugar, 100 lb. bags,		
f.o.b. Reserve, La., less 2%:	@4.15	
Packers' curing sugar, 250 lb. bags,		
f.o.b. Reserve, La., less 2%:	@4.05	
Bestine:	@3.82	

## SPICES

(Basis Chicago, original bbls., bags or bales.)

	Whole.	Ground.
	Per lb.	Per lb.
Allspice, Prime:	15 1/2	15 1/2
Resifted:	17 1/2	17 1/2
Chili Pepper, Fancy:	21 1/2	21 1/2
Chili Powder, Fancy:	22	21
Cloves, Amboyana:	18	18
Madagascar:	17 1/2	20 1/2
Fansidar:	17	19 1/2
Ginger, Jamaica:	16	17 1/2
African:	68	78
Mace, Fancy Banda:	68	68
East India:	68	68
E. I. & W. I. Blend:	62	62
Mustard Flour, Fancy:	22 1/2	22 1/2
No. 1:	15	15
Nutmeg, Fancy Banda:	25	25
East India:	20 1/2	20 1/2
E. I. & W. I. Blend:	19	19
Paprika, Extra Fancy:	25 1/2	25 1/2
Hungarian:	26	26
Ama Sweet Red Pepper:	26 1/2	26 1/2
Pimex (220-lb. bbls.):	26 1/2	26 1/2
Pepper, Cayenne:	21 1/2	21 1/2
Red Pepper, No. 1:	16	16
Pepper, Black Aleppy:	10	11 1/2
Black Lampong:	6	7 1/2
Black Tellicherry:	10 1/2	12
White Java Muntok:	11 1/2	13
White Singapore:	13	13
White Packers:	11	11

## SEEDS AND HERBS

	Whole.	Ground.
	Per lb.	Per lb.
Caraway Seed:	10	12
Celery Seed, French:	21	25
Comino Seed:	12	14 1/2
Coriander Morocco Bleached:	8	8
Coriander Morocco Natural No. 1:	6 1/2	8 1/2
Mustard Seed, Cal. Yellow:	9	11
American:	8	10
Marjoram, French:	22	26
Oregano:	12 1/2	15
Sage, Dalmation Fancy:	9 1/2	11 1/2
Dalmation No. 1, Fancy:	9	10 1/2

## SAUSAGE CASINGS

(F. O. B. CHICAGO.)

(Prices quoted to manufacturers of sausage.)		
Beef casings:		
Domestic rounds, 180 pack:	@.18	
Domestic rounds, 140 pack:	@.29	
Export rounds, wide:	@.42	
Export rounds, medium:	@.28	
Export rounds, narrow:	@.35	
No. 1 weasands:	@.02	
No. 1 bungs:	@.11	
No. 2 bungs:	@.06	
Middles, regular:	@.30	
Middles, select, wide, 2 1/2 in. and over:	@.45	
Dried bladders:	@.75	
12-15 in. wide, flat:	.70	
10-12 in. wide, flat:	.60	
8-10 in. wide, flat:	.45	
6-8 in. wide, flat:	.25	
Hog casings:		
Narrow, per 100 yds:	2.35	
Narrow, special, per 100 yds:	2.25	
Medium, regular:	2.20	
Wide, per 100 yds:	1.45	
Extra wide, per 100 yds:	1.25	
Export bungs:	.19	
Large prime bungs:	.13	
Medium prime bungs:	.13	
Small prime bungs:	.09	
Middles, per set:	.18	
Stomachs:	.08	

## COOPERAGE

Ash pork barrels, black hoops:	\$1.35	@1.37 1/2
Ash pork barrels, galv. hoops:	1.42 1/2	@1.45
Oak pork barrels, black hoops:	1.25	@1.27 1/2
Oak pork barrels, galv. hoops:	1.32 1/2	@1.35
White oak ham tierces:	2.17 1/2	@2.20
Red oak ham tierces:	1.92 1/2	@1.95
White oak ham tierces:	2.02 1/2	@2.05

# NEW YORK MARKET PRICES

## LIVE CATTLE

Steers, top:	\$ 8.50
Steers, better grade:	8.25 @ 8.35
Steers, medium:	7.35 @ 8.00
Steers, common:	6 @ 7.25
Cows, good:	up to 6.00
Cows, common to medium:	4.50 @ 5.00
Bulls, better grade, sausage:	6.00 @ 6.25

## LIVE CALVES

Vealers, choice:	\$12.00 @ 12.50
Vealers, good, 130 lbs.:	@10.00
Vealers, medium:	8.00 @ 9.50
Calves, good:	@ 7.25
Calves, common:	down to 4.00

## LIVE LAMBS

Lambs, top:	\$ @10.25
Lambs, good to choice:	8.75 @ 10.25
Lambs, medium to good:	8.00 @ 9.25
Lambs, common:	@ 6.50
Sheep, ewes:	2.00 @ 4.00

## LIVE HOGS

Hogs, good to choice, 192 lbs.:	\$ @10.40
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## DRESSED BEEF

### City Dressed.

Choice, native, heavy:	.16 @ .17
Choice, native, light:	.16 @ .17
Native, common to fair:	.14 1/2 @ .15 1/2

### Western Dressed Beef.

Native steers, 600 @ 800 lbs.:	.15 1/2 @ .16 1/2
Native choice yearlings, 440 @ 600 lbs.:	.15 1/2 @ .17
Good to choice heifers:	.14 @ .15
Good to choice cows:	.12 @ .13
Common to fair cows:	.10 1/2 @ .11 1/2
Fresh bologna bulls:	.11 @ .11 1/2

## BEEF CUTS

	Western.	City.
No. 1 ribs:	.19 @ .21	.20 @ .22
No. 2 ribs:	.17 @ .18	.18 @ .19
No. 3 ribs:	.16 @ .17	.16 @ .17
No. 1 loins:	.26 @ .30	.26 @ .30
No. 2 loins:	.23 @ .25	.23 @ .25
No. 3 loins:	.18 @ .21	.20 @ .22
No. 1 hinds and ribs:	.17 @ .20	.17 @ .20
No. 2 hinds and ribs:	.16 1/2 @ .17 1/2	.17 @ .18
No. 1 rounds:	.15 @ .15	.15 @ .16
No. 2 rounds:	.14 @ .14	.14 @ .15
No. 3 rounds:	.13 @ .13	.13 @ .14
No. 1 chucks:	.15 @ .15	.14 @ .15
No. 2 chucks:	.14 @ .14	.13 @ .14
No. 3 chucks:	.12 @ .13	.12 @ .13
Bolognas:	.11 @ .12	.11 @ .12
Rolls, reg. 6 @ 8 lbs. av.:	.28 @ .28	.28 @ .28
Rolls, reg. 4 @ 6 lbs. av.:	.18 @ .20	.18 @ .20
Tenderloins, 4 @ 6 lbs. av.:	.50 @ .50	.50 @ .50
Tenderloins, 5 @ 6 lbs. av.:	.50 @ .50	.50 @ .50
Shoulder clods:	.12 @ .14	.12 @ .14

## DRESSED VEAL

Good:	.15 1/2 @ .16
Medium:	.14 1/2 @ .15 1/2
Common:	.12 1/2 @ .14 1/2

## DRESSED SHEEP AND LAMBS

Lambs, prime to choice:	.17 @ .18
Lambs, good:	.16 @ .17
Lambs, medium:	.14 @ .16
Sheep, good:	.8 @ .10
Sheep, medium:	.6 @ .8

## DRESSED HOGS

Hogs, good and choice (90-140 lbs.):	\$14.50 @ 15.50
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## FRESH PORK CUTS

Pork loins, fresh, Western, 10 @ 12 lbs.:	.10 1/2 @ .20
Pork tenderloins, fresh:	.30 @ .34
Pork tenderloins, frozen:	.30 @ .32
Shoulders, Western, 10 @ 12 lbs. av.:	.16 1/2 @ .17
Butts, boneless, Western:	.20 @ .21
Butts, regular, Western:	.19 @ .20
Hams, Western, fresh, 10 @ 12 lbs. av.:	.20 @ .21
Picnic hams, West. fresh, 6 @ 8 lbs. av.:	.15 @ .16
Pork trimmings, regular 50% lean:	.15 @ .16
Spareribs:	.14 @ .15

## SMOKED MEATS

Regular hams, 8 @ 10 lbs. av.:	.25 @ .26
Regular hams, 10 @ 12 lbs. av.:	.25 @ .26
Regular hams, 12 @ 14 lbs. av.:	.25 @ .26
Skinned hams, 10 @ 12 lbs. av.:	.26 1/2 @ .27 1/2
Skinned hams, 12 @ 14 lbs. av.:	.26 1/2 @ .27 1/2
Skinned hams, 16 @ 18 lbs. av.:	.26 @ .27
Skinned hams, 18 @ 20 lbs. av.:	.25 1/2 @ .26 1/2
Picnics, 6 @ 8 lbs. av.:	.20 @ .21
Picnics, 8 @ 10 lbs. av.:	.19 @ .20
City pickled bellies, 8 @ 12 lbs. av.:	.23 @ .25
Bacon, boneless, Western:	.27 @ .29
Bacon, boneless, city:	.27 @ .28
Rollerets, 8 @ 10 lbs. av.:	.21 1/2 @ .22 1/2
Beef tongue, light:	.21 @ .22
Beef tongue, heavy:	.24 @ .25

## FANCY MEATS

Fresh steer tongues, untrimmed:	14c a pound
Fresh steer tongues, l. c. trimmed:	28c a pound
Sweetbreads, beef:	35c a pound
Sweetbreads, veal:	70c a pair
Beef kidneys:	12c a pound
Mutton kidneys:	4c each
Livers, beef:	29c a pound
Oxtails:	16c a pound
Beef hanging tenders:	29c a pound
Lamb fries:	12c a pair

## BUTCHERS' FAT

Shop fat:	@2.75 per cwt.
Break fat:	@3.25 per cwt.
Edible suet:	@4.75 per cwt.
Inedible suet:	@3.75 per cwt.

## GREEN CALFSKINS

	5-9	9 1/2-12 1/2	12 1/2-14	14-18	18 up
Prime No. 1 Veals:	.18	1.95	2.20	2.25	2.50
Prime No. 2 Veals:	.17	1.75	2.00	2.05	2.30
Buttermilk No. 1:	.15	1.65	1.90	1.95	
Buttermilk No. 2:	.14	1.50	1.75	1.80	
Branded Grubby:	.8	.80	1.05	1.10	1.25
Number 3:	.8	.80	1.05	1.10	1.25

## BONES AND HOOFES

	Per ton.
Round shins, heavy:	\$75.00
light:	60.00
Flat shins, heavy:	60.00
light:	55.00
White hoofs:	75.00
Black and striped hoofs:	40.00

## PRODUCE MARKETS

### BUTTER.

	Chicago.	New York.
Creamery (92 score):	@30 3/4	@33
Creamery (90-91 score):	.30 @ 30 3/4	
Creamery firsts (88-89 score):	.29 1/2 @ 29 3/4	

### EGGS.

Extra firsts:	@29
Firsts, fresh:	@28
Standards:	27 @ 27 1/2
	30 1/2 @ 31

### LIVE POULTRY.

Fowls:	.10 @ .17	13 @ .22
Broilers:	.12 @ .16	
Chickens, under 4 lbs.:	.13 @ .15	14 @ .18
Chickens, 4 lbs. and up:	.14 @ .15 1/2	14 @ .18
Turkeys:	.18 @ .19	20 @ .28
Ducks:	.9 @ .16 1/2	12 @ .15
Geese:	.9 @ .15	10 @ .14

### DRESSED POULTRY.

Chickens, 31-42, fresh:	@18	@18
Chickens, 43-54, fresh:	.18 1/2 @ 19 1/2	19 @ 20
Chickens, 55 & up, fresh:	.20 1/2 @ 22	20 @ 23
Fowls, 31-47, fresh:	.16 @ 18	18 @ 19 1/2
48-59, fresh:	.20 1/2 @ 21	21 @ 22 1/2
60 and up, fresh:	@23	@23 1/2

## BUTTER AT FIVE MARKETS

Wholesale prices 92 score butter at Chicago, New York, Boston, Philadelphia and San Francisco, week ended October 17, 1936:

	Oct. 9.	10.	12.	13.	14.	15.
Chicago:	.31 1/4	.31 1/4	Holiday	.31 1/4	.31 1/4	.30 1/2
N. Y.:	.33 1/4	.33	"	.33	.33	.32 1/2
Boston:	.33 1/4	.33 1/4	"	.33 1/4	.33 1/4	.33
Phila.:	.33 1/4	.33 1/4	"	.33 1/4	.33 1/4	.33
San Fran.:	.35	.35	"	.34	.34	.34

Wholesale prices carlots—fresh & centralized—90 score at Chicago:

	31 1/4	31 1/4	Holiday	31 1/4	30 3/4	30 3/4
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Receipts of butter by cities (tubs):

	This week.	Last week.	Last year.	Since Jan. 1, 1935.
Chicago:	37,220	38,555	30,272	2,569,316
N. Y.:	46,154	42,074	40,304	2,759,126
Boston:	13,644	19,119	18,084	942,202
Phila.:	16,289	15,009	14,290	857,392
Total:	113,307	114,757	102,950	7,128,036

Cold storage movement (lbs.):

	In Oct. 17.	Oct. 17.	Oct. 17.	Oct. 18.	Same week day last year.
Chicago:	113,762	70,079	25,830	584	45,833,982
New York:	104,261	202,113	12,948	763	15,192,716
Boston:	704	97,464	2,911,878		4,984,388
Phila.:	24,271	46,569	2,609,564		3,145,389
Total:	242,998	413,225	44,300,809		70,176,475

Week ending October 24, 1936



# Classified ADVERTISEMENTS

Advertisements on this page, \$3.00 an inch for each insertion. Position Wanted, special rate, \$2.00 an inch for each insertion. Minimum Space 1 inch, not over 48 words, including signature or box number. No display. Remittance must be sent with order.

## Plants for Sale

### Auction Sale

Wednesday, November 4 at 10 A.M. E.S.T. will sell the real estate and entire plant equipment of the A. Sander Packing Co., 1016-1018-1020 Gest St., Cincinnati, Ohio, one of Cincinnati's largest and a nationally known packinghouse of major size covering nearly a city block and including 29 separate parcels and 17 buildings and fronting on 2 city streets. The buildings are all brick, 3 to 5 stories of heavy mill construction. The plant is modernly sprinklered, steam heated, and fixtured with 3 electric elevators. Machinery and equipment includes nearly 1000 lots or parcels, including 10x10 York refrigerating plant, 4 steam boilers, 20 port scales, 30 motors, complete sausage plant. Every appliance in good working order. Some nearly new. We urge out-of-town dealers and packers to attend this big auction sale. Terms cash. Arrangements for out of town buyers. Write for printed catalog to

**JOS. HARRIS CO.**  
**AUCTIONEERS**

Suite 620 1st National Bank  
Bldg.  
Cincinnati, Ohio

## Plants for Sale

### Packing Plant

For sale, small modern plant and feeding pens, coolers, killing floor, sausage kitchen and cooler, casing and fertilizer department, rendering department, and hide vats, located on seashore, city of fifteen thousand population, and county of sixty thousand. Hobson Bros. Packing Co., Ventura, California.

## Men Wanted

### Cost Accountant

Wanted by small mid-western independent packer, experienced cost accountant capable of handling all packinghouse cost work. State age, experience and salary expected. W-531, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

## Position Wanted

### Canned Meat Man

Experienced canned meats, meats in glass, vacuum cooked products, chicken specialties in glass. Past 15 years with one house contacting eastern and southern chains and voluntary chains, super markets, jobbing, private label accounts; also hotel, club, department store, institution trade. Willing to travel. Excellent references. W-535, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

### Sausagemaker

Young man 30 years old with 12 years' experience in manufacturing complete line of sausage products, cooked and baked loaves, etc., desires position. Handle help, figure costs efficiently and produce uniform quality products that sell. Married. Work anywhere on trial. Moderate wage. W-540, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago.

### Chemist or Plant Foreman

available at once. 12 years' experience as good chemist, bacteriologist and plant foreman in milk, milk products, oils, oleomargarine and salad dressing. Also experienced in fertilizer analyses. University graduate. Swiss-American, 39 years old. W-539, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

### Rendering Man

Position wanted by man with many years' experience in rendering plants, dry or pressure systems, also many years in the practical operation of naphtha extraction. Well qualified to take full charge of any size plant manufacturing and selling protein products. W-538, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

### Chief Engineer

Position wanted as chief engineer and master mechanic. For 12 years held such position with one of largest packers in U. S. A. Guarantee to cut costs and improve boiler and engine room. Just returned from Australia and desire quick connection. Excellent references. W-537, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

## Position Wanted

### Sausagemaker

German, thoroughly experienced in all kinds of sausage, loaves and specialties. Available any time, can go anywhere. W-536, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

### Sales Manager

Age 42. Eighteen years' experience in packinghouse merchandising. Successful record as salesman, as district manager and as sales manager for small packer doing national business. At present district manager for large packer. Good reasons for making change. Salary \$100 a week for one-year trial. W-534, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago.

### Superintendent

25 years' practical experience over all packinghouse operations. Capable of taking complete charge. Thorough knowledge all beef and pork operations. Responsible, relieve owner of all detail. Furnish evidence of successful record. Reliable references. W-528, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago.

### Experienced Margarine Maker

Will invest small sum, as security, for good steady position as margarine maker. First-class references and recommendations. W-511, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

## Equipment for Sale

### Packinghouse Equipment

Used but in good condition:  
6 No. 8 Sturtevant Blowers with 12" discharge.  
3 6 x 4 x 6 Duplex Inserted Liner Type Steam Pumps.

26 Brecht Lard Drums. Made of Galv. Steel with iron hoops, 24 in. diam. x 30 in. long.  
50 Hogsheds or curing vats. Made of wood with iron hoops, 36 in. diam. x 42 in. long.

1 24-ton capacity Frick Ice Machine. Complete with steam engine, ammonia receiver, double pipe condenser, freezing tank, freezing cans, overhead crane and American Marsh brine pump.

Also Boilers, Pumps, Water Softener, Feed Water Heater, Scales, Hydraulic Press, Lard Cooking Tank, Tallow Cooking Tanks, Ham Cooking Kettle and other items.

For full particulars, descriptions and prices, write to:

GEORGE H. ALTEN  
P. O. Box 426 Lancaster, Ohio

### Used Equipment for Sale

We have just purchased a plant at Cassadaga, N. Y., near Buffalo, from which we offer for immediate shipment: 1 No. 3 CV Mitts & Merrill Hog, capacity 3 t.p.h. on shop fats and bones; 1—24"x18" type "A" Jeffrey Hammer Mill; 1 Atlanta Utility 1-ton Fertilizer Mixer; 1 size 30 Atlanta Utility Works Cage Mill, roller bearings; 4—6"x40' Direct-Heat Rotary Dryers; 1 Atlanta Utility Sacking Scale, 200-lb. beam. Send for details and prices.

CONSOLIDATED PRODUCTS CO., INC.  
14-19 Park Row, New York, N. Y.  
Telephone: Barclay 7-0600.

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**THE NEW MULTIPLE BINDER** for your 1936  
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See Bottom of Page 47 for Other Classified Ads

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*Investigate What These Packers Offer*

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East St. Louis, Illinois

*Straight and Mixed Cars  
of Beef and Provisions*

NEW YORK OFFICE  
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REPRESENTATIVES:  
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F. C. Rogers, Inc., Philadelphia



## HORMEL

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Austin, Minnesota

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*Shippers of Straight and Mixed Cars*

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PROVISIONS**

New York Office: 410 West 14th Street

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*Straight and Mixed Cars of Packing House Products*

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Price Quality Service

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St. Paul

**DRESSED BEEF**

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*Carlots*

*Barrel Lots*

### Equipment for Sale

#### Truck

For sale, 1 Model 630 White truck equipped with 9.75 x 20 in. tires; highest quality body with 5 in. Dry-Zero insulation. I. D. 15 ft. x 6 ft. 3 in. x 5 ft. 6 in.; price \$1500. THE CLEVELAND PROVISION COMPANY, Cleveland, Ohio.

### Equipment for Sale

#### Dryer

Want to buy 3 x 6 horizontal dryer or size larger in good condition, priced reasonably. E. D. Kelley, Box 691, Oxford Junction, Iowa.

### Miscellaneous

#### Export of Sausage Skins

Old established firm with wide connections to buyers in almost all European countries wants to get in touch with really efficient producers of ox guts and hog casings. First-class references offered. Please apply to B.8240 c/o ALA Anseigen A.G., Berlin W 35.

Week ending October 24, 1936

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The equipment, supplies and services of the firms listed here vitally affect your business life. Each of these companies is constantly striving for perfection, and in doing so offers you procedures for operating more efficiently, means for producing better merchandise and methods of selling your output more readily—with all the benefits which come from lowered costs and faster turnover. Study the opportunities they offer you in their advertisements.

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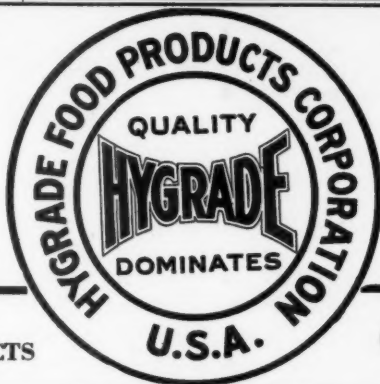
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**NATURE AND  
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Superb Quality  
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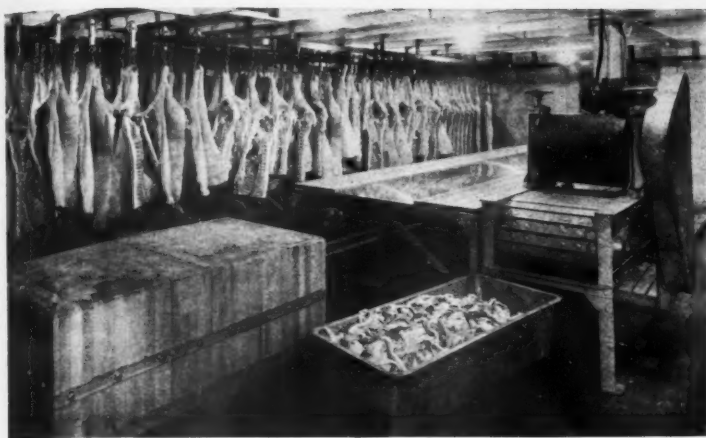
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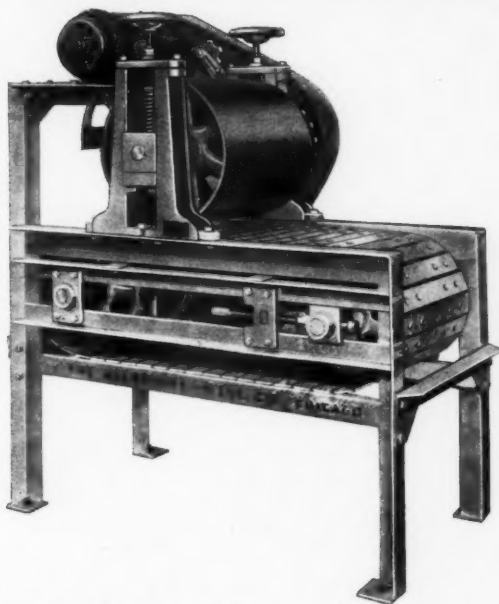


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Swift & Company, Gelatin Division, Chicago

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